A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

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Businessmen support U.S. export drive

International Trade Winds Newsletter

Company News

ELECTRONICS PRODUCTS—Texas Instruments, Inc., Dallas, has announced that it will begin production of transistors for radios, television sets, and data processing equipment in March at the company's new plant in Willemstad, Curacao, Netherlands Antilles. The plant's production will be sold partly to the European Economic Community, with the remainder to be marketed in North and South America.

ECONOMIC RESEARCH—Litton Industries, Inc., Beverly Hills, Calif., has contracted with the Government of Turkey to conduct an economic development study in the Kucuck Menderes area. The study will be undertaken by Litton International Development Corp., a subsidiary of the parent firm. The latter company is also engaged in similar economic studies in Portugal and in two areas of Greece.

BANKING—First National City Bank, New York, has announced the opening of four new overseas branches and one overseas affiliate office during January, bringing its total of foreign banking facilities to 233 in 63 countries and territories. The January openings included new branches at Rotterdam, Netherlands; Guayaquil, Ecuador; Kingston, Jamaica; and San Fernando, Trinidad. The branches were Citibank's first in Rotterdam, its second in Guayaquil and Kingston, and its third in Trinidad. The Banque Internationale pour l'Afrique Occidentale, an affiliate in which Citibank has a substantial minority interest, opened a branch at Korhogo, Ivory Coast, its seventh in that country.

ELECTRONICS PRODUCTS—Motorola, Inc., Chicago, has announced the start of production of transistors and integrated circuits by its subsidiary, Motorola Korea Ltd., in a new plant at Seoul. The Korean firm plans to expand personnel to 1,000 later this year. Production at the Korean plant will center on assembly of components made at Motorola's Semiconductor Products Division in Phoenix, Arizona. Manufacturing in the Far East is expected to strengthen Motorola's position in that highly competitive market area.

Here's another report on a sizable and profitable export sale that started in the World Trade Opportunities columns of this magazine. This time it was a request for "unbleached kraft paper, approximately 10,000 metric tons—direct purchase and agency" that appeared last spring. Word has now reached us that this notice resulted in a $600,000 sale in Germany.

While all business eyes are on Britain, consider a further report on the London U.S. Trade Center's January exhibition of compact computers: it set new attendance records and was classified by Ambassador Bruce as the most successful show in the center's history. A total of 2,553 visitors came in four days, and BBC-TV filmed a special color report. At show's end the products on display were taken on a seven-coach train tour across Britain to Glasgow. Reports on this rolling exhibition are due soon.

A 12-month sales projection of just under a million dollars was submitted by 21 U.S. exhibitors at the Commercial Laundry and Dry Cleaning Equipment show last month in the Tokyo U.S. Trade Center. The three exhibitors seeking agents successfully concluded their negotiations before the show ended.

When does a trade mission end? Good question. In mid-January, 1968, a member of the 1966 State of West Virginia Trade Mission to Europe received a $271,000 order. The key contact was made by the president of a rubber fabricating firm while he was in Germany on the mission. Actually, there is no recognizable cutoff point to the work of an overseas trade mission.

A capsule explanation of U.S. policy on East-West trade is impossible. But a summary could start with these comments by Commerce Assistant Secretary for Domestic and International Business Lawrence C. McQuade: "In concert with our allies we have resisted acts of aggression, and our national policy toward the Soviet Union and other Communist nations remains as firm today as ever. But our relationship with the Soviet Union cannot be one-dimensional . . . Despite our differences in Viet Nam and episodes such as the Pueblo incident, we seek to cultivate areas of common ground rather than those which lead toward more conflict. Peaceful trade with its commercial orientation is such an area."

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for detailed know-how and analysis in our regular news columns.

U.S. Department of Commerce

Alexander B. Trowbridge
Secretary

Lawrence C. McQuade
Assistant Secretary for Domestic and International Business

Lawrence A. Fox
Director, Bureau of International Commerce

Clarence M. Zens
Managing Editor

Americo A. W. Favale
Director of Graphics

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the cover

It was the eighth annual meeting of the National Export Expansion Council, and the 72-member advisory group from the U.S. business community met this year against a background of new national urgency on the balance of payments problem. A report on their recommendations begins on Page 2. Cover photo has, in addition to those identified by placards, Assistant Secretary of Commerce for Domestic and International Business Lawrence C. McQuade (left, rear) with Deputy Assistant Secretary of State for Commercial Affairs and Business Activities Eugene M. Braderman.

February 12, 1968

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NEEC Affirms Support for Tax Incentives for Exports 2
At eighth annual meeting, Council also went on record against protectionist legislation

Deadline Nears for Trade Policy Testimony 6
President's Office of Special Representative for Trade Negotiations points out long-range nature of hearings

New Season for World Business Seminars Begins 9
Cleveland Field Office, REEC, Case Western Reserve University announce third annual course on doing business abroad

Acceptance of Irradiation To Preserve Food Broadens 11
Commercial usage could open new horizons for international trade; Commerce booklet lists 76 countries with programs

Inquiries on Investment Controls Pour In 12
Assistant Secretary McQuade asks that requests for interpretations or exemptions be submitted in writing; criteria not yet fully defined

Computer Show in U.K. Called Most Successful Ever 13
Attendance figures at last month's exhibition reached a record for the London Trade Center's 6½-year history

MISCELLANEOUS—President's message reports new trade talks 5
New balance of payments measures would curtail travel abroad 7
Pennsylvania exporters plan second annual world trade seminar 8
Fifth Puerto Rican trade mission reports on Colombian market 10
TRADE FAIRS AND CENTERS—Mass. firm's products fly to market 14
U.S. participation planned for 1969 Tel Aviv International Fair 15
WORLDWIDE BUSINESS OUTLOOK—Ecuador recovers but outlook hazy 17
Belgium's prospects are fairly good despite several weak spots 19
Good crop year may carry Pakistan economy over planned targets 20
Australia's 'Sunshine State' has many attractions for U.S. business 22
Uncertainty grows as expected Swedish upturn fails to materialize 24
INVESTMENT OPPORTUNITIES—India's Mysore State invites investors 25
Two British firms seek U.S. licenses to manufacture valves 26
WORLD TRADE OPPORTUNITIES—Hong Kong clarifies tender policy 27

MAJOR PARTICIPANTS at National Export Expansion Council annual meeting included: left photo, Chairman Carl Gerstacker (l.), Honorary Chairman Luther Hodges (r.); center photo, Assistant Secretary of Commerce Lawrence McQuade (l.), who explained the $200 million/five year program to be conducted by the Commerce Dept., Howard Samuels (r.), Acting Secretary of Commerce; right photo, Lawrence Fox, Director, Bureau of International Commerce. Gerstacker is Dow Chemical board chairman, former Commerce Secretary Hodges chairman of Research Triangle Foundation.

NEEC backs tax incentives

Business advisory group supports tax proposals for exports, opposes quotas

The National Export Expansion Council, at its annual meeting in Washington, affirmed its support for tax incentives for exports and went on record against protectionist legislation.

The 72-member Council, which advises the Secretary of Commerce on policies and programs to expand U.S. exports, discussed both issues in light of the President's new balance-of-payments program, the topic that dominated the all-day session.

The Council approved two resolutions submitted by its Tax Action Committee: the first recommended that the United States adopt a system of border taxes and rebates on exports based on existing indirect taxes imposed by State, local and Federal governments; the second recommended that exports be encouraged by (1) effecting a change in the GATT rules to allow rebate payments of direct taxes, (2) a liberalization of the Export Trade Corporation provisions on the Internal Revenue Code, and (3) that the Administration study the possibility of substituting a value-added tax as a source of some of the revenue now raised by the Federal income tax, allowing a rebate of such tax as permitted by the GATT. This was a reaffirmation of similar measures recommended at last year's plenary session.

GATT presently permits the rebate on indirect taxes for exports only, and not on direct taxes, such as income taxes. These regulations work to the disadvantage of the United States, since most other GATT nations obtain a higher percentage of their revenue from indirect excise taxes. Therefore, rebates are needed to place U.S. manufacturers on an equal footing with foreign competitors, many of whom receive such rebates.

The Committee urged more favorable tax treatment of export earnings as an encouragement to greater export effort by American industry. A principal recommendation concerned the need for clear Internal Revenue Service guidelines for inter-company pricing. This is a critically important matter for manufacturers exporting to related companies, the Committee reported. It suggested that issuance of clarifying regulations would remove some of the disincentives affecting export trade. According to the Department of the Treasury, revision of the proposed regulations is well under way.

Regarding border taxes and rebates on exports, the Committee did not recommend a specific rate to be rebated or formulas to follow. It deliberately left the details open because "we think it important to get the principle accepted which underlies the system of border taxes which our competitors, primarily the Common Market, use."

NEEC also passed a resolution stating its opposition to protectionist legislative efforts. The Council went on record against "quotas on imports or other restrictionist devices" as not serving "the best interests of the nation as a whole."

The NEEC's resolution on the Export/Import bank favored the following measures: extension of the life of the Bank until June 30, 1973; increase in the Bank's lending authority by $4.5 billion, to $13.5 billion; financial support for East-West trade when determined by the President to be in the national interest; and financial support for exports of military equipment to developed countries, and to developing countries when determined by the President to be in the national interest.

The Action Committee on Trade and Investment in Developing Countries and Agribusiness reviewed its 31-point recommendation on the stimulation of U.S. investment and export interest in the LDCs. The highlights were suggestions for: tax incentives, assurance of guarantees against political and commercial risks, increased availability of U.S. Government loans, U.S. government-sponsored special trade promotion programs supplemented by ad-

ditional activities, and increased efforts made by the United States to help the LDCs expand their exports and their earnings from tourism.

The Committee also reported on the new Agribusiness Council, jointly sponsored by the Agency for International Development and the Department of Agriculture. The Committee stated its conclusions that the field of agribusiness presents a significant potential for U.S. exports and investment, and that an effective mechanism for government/business advisory relationships in this area is needed.

The Action Committee on Export Promotion expressed its approval of the President's proposals for a five-year $200 million export promotion program, to be conducted by the Department of Commerce. Its suggestions for implementing this program were an expansion of trade fairs, centers, missions and other promotional tools, and export development through matching foreign market targets to U.S. industries, as proposed under the Joint Export Association program announced in the President's Jan. 1 message.

The five-year program will enable long-range plans such as computer analysis of both products and markets, and formation of an advisory committee.

The Action Committee on Transportation summarized progress made in implementing its 13 proposals, which fell into three categories: ocean/rail freight rate adjustment, standardization of export documents, and the need for educating the business community to the use of American carriers and marine underwriters.

The Council also adopted a resolution added from the floor by Frank Nemec of the Committee of American Steamship Lines, asking that use of American flag cargo ships be promoted, at least to the point of 50% use, by U.S. shippers. At present, Nemec said, total participation of American-flag ships in the common carrier trade is about 32%.

Lawrence A. Fox, director of the Commerce Department's Bureau of International Commerce, emphasized the temporary nature of the mandatory controls. The present relation of exports to GNP is 4.1%. The Government is aiming at an increase of three tenths of 1% which, he said, would go far toward correcting the balance-of-payments deficit if accomplished.

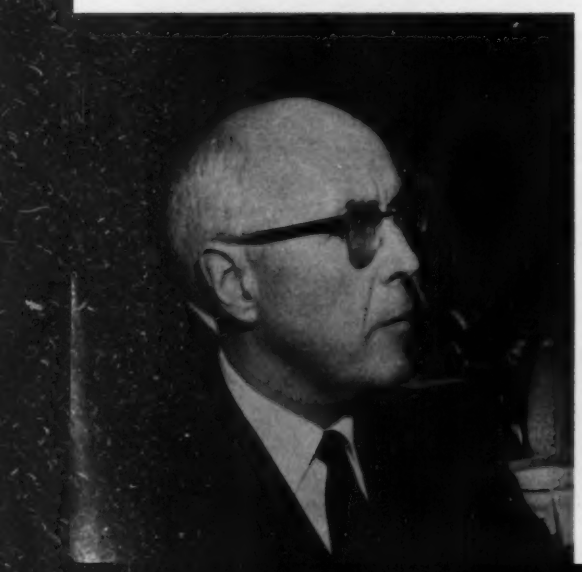
The Reverse Investment Program, or "Invest in the U.S.", was presented by S. Stanley Katz, director of Commerce's Office of International Investment. This program encourages an increased flow of investment capital and licensing from in-

NEEC COMMITTEE REPORTS were given by Kenneth Spang (above l.), Export Financing, Thomas Miner (ctr.), Trade in Developing Countries and Agribusiness, and John Kimberly (r.), Export Promotion.

EXIMBANK PRESIDENT Harold F. Linder (above, l.) and Federal Reserve Board governor J. L. Robertson (r.) spoke. Listeners below were Minnesotans Frank d'Aquilla (l.), D. Kenneth Christensen (r.).

VICE CHAIRMAN Robert F. Dwyer (above) of Portland, Ore., gave several committee reports.

LISTENERS INCLUDED Ray G. Johnston (above) of Des Moines, Carl E. McDowell (below), New York.



dustrialized countries to the United States. It also promotes domestic production of goods now imported and eventual increase of U.S. exports by helping the U.S. businessman to extend and diversify his product lines.

Roderick M. Gillies, executive director of Export Expansion Councils, gave the REEC Program Guidelines. He outlined the function of the National Council as that of providing overall guidance and leadership to the REECs. The guidelines recommended that: the REECs report annually on their activities of the past year, and that their reports be collated and circulated; the REECs prepare two-year projections of their programs and activities; and REECs meet by areas.

J. L. Robertson of the Federal Reserve Board of Governors, the guest speaker at the meeting, explained to the Council why the banking aspects of the restraint program remain voluntary. He said that since the voluntary program was instituted in February 1965 bank loans to foreigners have risen by less than $370 million. "Our financial institutions, and especially the banks, have done everything they were asked to do, and more . . . we saw no reason to change the voluntary nature of the program, and I am sure we can keep it that way," he declared.

On the question of exempting export credits from the restraint program, Robertson said "we have thought long and hard about the problem and we remain convinced that such an exemption would open up a loophole that would destroy the effectiveness of the entire program." He said that only because of confidence in the judgment of the Export-Import Bank is it possible to include an exemption for loans guaranteed by that bank or insured by the Foreign Credit Insurance Association.

He went on to say, about the possibility of too many export credit exemptions.

"It may be argued that this bill will not matter if the loans are offset by exports, but there is no way in the world that we can ensure that the loans are made to finance exports that would not have been made in the absence of the loan.

"We are quite certain that there is ample credit available under the ceilings to finance our exports. We know of no sales of exports being lost for lack of financing, attributable to our program. However, we do not believe that American lending institutions, including government institutions, should extend credit for exports when the credit does not appear to be necessary to ensure that the sale will be made."

The dollar problem

From his vantage point on the Board of Governors of the Federal Reserve System, J. L. Robertson put the U.S. balance-of-payments problem in this perspective to the NEEC members:

What we have always professed was that the best way to solve the problem was through expansion of exports—not through contraction of our imports or the imposition of controls over when and where Americans could spend their dollars. And I am sure that everyone still believes this to be correct.

Our exports have not done badly. From 1958—the year our serious payments problem began—through 1966, we increased our exports by 70%. That was considerably better than the U.K., which showed a rise of only 54%. However, it lagged far behind the increase in exports of continental Western Europe of 124%, and it was less than a third as great as the increase racked up by Japan.

What this meant was that we were losing ground relative to our industrialized competitors on the continent and in the Far East. This was reflected in the fact that our imports from abroad, especially of manufactured products, increased a good deal more rapidly than our exports, while the continent and Japan either held the rate of growth of their imports below that of exports or kept the two growing at about the same rate.

Our problem was compounded by the fact that the dynamic growth in Europe and Japan combined with the financial stability of these countries to make them attractive places for Americans to invest. From 1960 through 1966, American private investments abroad rose by $37 billion.

Since we had been working vigorously through the 1950's to devise ways to encourage more American capital to flow abroad in order to solve the problem of the dollar "shortage", it took us several years to realize that we had to shift gears and do something to keep our capital outflow down to less than embarrassing proportions. This is an area in which we have had a badly delayed reaction.

President cites new trade talks in annual report

Also tells Congress of accord on LDC tariff preference plan

Matters of primary importance to the export community occupied a major place in President Johnson's annual economic report to Congress. The President reviewed his Jan. 1 program related to the U.S. balance of payments deficit and reported that consultations about non-tariff barriers have been underway with the nation's trading partners since the year began.

"When they are completed, I will announce their outcome and indicate what if any legislation we shall seek," the President said.

He also announced that the United States has been discussing with other industrial countries a system of temporary generalized tariff preferences by all developed countries for all developing countries. Agreement was reached in the OECD on the general principles of such a system. It is scheduled to be presented to the UNCTAD meeting currently taking place in New Delhi.

The report went on to say that, as the United States is taking steps to fulfill its international trading responsibilities, "other nations have an equal opportunity to act. The balance of payments surpluses of our trading partners in continental Europe are essentially the mirror image of our deficit. Their constructive adjustments, as well as our own, can contribute to remedying our mutual imbalance. . . .

"Surplus countries can contribute to a smooth process of adjustment by reducing their barriers to trade, by increasing their economic assistance to developing countries, by expanding their capital markets to finance their own investment, by permitting wider access to these capital markets by other nations, and by meeting their full share of the foreign-exchange costs of our collective defense effort.

"The world tried competitive beggar-my-neighbor policies in the 1930's and they ended in chaos. The surplus countries have the obligation to assure that this does not happen again."

Regarding the dollar's role in the international monetary system, the report said that "through U.S. deficits the dollar has been the major element of the recent growth of international reserves. As we move into balance, the world can no longer look to the dollar for major future additions to reserves.

"Neither can it depend on gold. Gold production has been leveling off in the face of rising industrial use and a steady drain into private hoards. What is needed is a reserve asset universally acceptable as a supplement to gold and dollars, that can be created in the amount needed to meet the desired expansion of world reserves.

"The Special Drawing Rights plan agreed on in Rio de Janeiro last September provides such an asset. This plan will fundamentally strengthen—and ultimately transform—the international monetary system in the years ahead.

"The agreement should be promptly ratified and swiftly activated on an adequate scale."

In the international trade area, the report referred to the Kennedy Round negotiations completed in Geneva on June 30 as "the most successful multilateral agreement on tariff reduction ever negotiated. Four years of hard negotiating were required—but the ultimate success was worth it. A fair bargain was struck. Our farmers and businessmen will get major benefits as new markets are opened to them.

"The Government stands ready to help the few that may be hurt by rising imports—but in ways that expand trade, strengthen our economy, and improve our international relations.

"Accordingly, I will shortly send to the Congress legislation which will

- Provide an extension of unused tariff-reducing authority;
- Liberalize the criteria for adjustment assistance to firms and workers; and
- Eliminate the American selling price system of customs valuation.

"During the year ahead, opportunities may develop to expand peaceful trade with the countries of Eastern Europe and the Soviet Union. I again urge the Congress to provide the necessary authority for us to pursue such opportunities should they develop.

Liquidity—in plain terms

To make the U.S. balance of payments problem more comprehensible to the American people, Mr. Johnson's economic report compared the country's position to that of an individual businessman.

Excerpts from his analogy:

The position of the United States in its international economic affairs is much like that of a wealthy and prosperous businessman whose liquidity has come under strain.

His commercial operations remain highly successful, with the value of his sales well in excess of his costs.

His large long-term investments are yielding an excellent return, and he sees an abundance of further opportunities for profitable investments that will bring large future returns.

Both his income and his net worth are growing strongly every year. . . .

But he has been borrowing extensively at short term to help finance his long-term investments. Each year, he adds more to his short-term debts than to his liquid assets. It is in this sense—but only this—that he has an annual deficit. It is a liquidity deficit. It is not a deficit in his profit and loss account, nor an overspending of his income.

Some of his short-term creditors—although not really doubting the strong excess of his assets over his liabilities—are nevertheless getting a bit concerned about continuing to expand—or even to renew—their short-term credits.

Should some of them refuse to renew their loans, his situation could become awkward.

That man—like the United States—needs to pull back for a while to strengthen his liquidity.

He will want to cut costs and increase sales in his commercial operations. He will have to pass up for a while many of his attractive opportunities for profitable long-term investments. He will need to review the terms of his spending and gifts—to ease their impact on his cash position.

Most of all, he wants no doubt to arise about his ability to meet his debts as they come due. He would easily survive a financial crisis with no major impairment of his income or net worth. But some other businessmen who bought from or sold to him could easily be dragged into bankruptcy.

Deadline nears for STR trade policy testimony

Presidential office reminds that hearings are general

With the deadline for participation in its trade policy hearings less than a month away, a Presidential office has refocused attention on the long-range nature of the hearings.

The President's Office of the Special Representative for Trade Negotiations pointed out this week that its subject for discussion is the entire future trade position of the United States, rather than such currently headlined immediate issues as the balance of payments program or import quota legislation.

The office also called attention to the importance of submitting specific examples, particularly in such areas of discussion as non-tariff barriers erected by other nations to the admission of U.S. products. If necessary, it was pointed out, such examples will be held in confidence to avoid any damaging public disclosures.

Deadline is March 8

Deadline for requests to appear at the hearings, which begin in Washington on March 25, is March 8. Briefs must be submitted by March 15.

The trade policy study is being conducted within the Government by the STR office with participation by the Department of Commerce and other agencies.

In announcing the hearings, at which representatives of industry, labor, agriculture and others will be heard, the President's Office of the Special Representative for Trade Negotiations listed some pertinent topics for discussion.

► The general competitive position of the U.S. in world trade, and future prospects; foreign trade and U.S. foreign investment; foreign trade and U.S. employment.

► Trading with developed countries: impact of post-Kennedy Round tariffs on trade of U.S. and other industrialized nations; impact on trade of agricultural policies and programs in the U.S. and other major producing and consuming countries; impact of regional and other preferential trading arrangements, and impact of East-West trade.

► Nontariff barriers to trade: quantitative restrictions, licensing, state trading and state monopolies, government procurement policies and practices, variable import levy systems, customs classification and valuation practices, documentation and customs procedures, border tax adjustments, subsidies and countervailing duties, internal restrictions affecting marketing and distribution, restrictive business practices, and sanitary, safety, health and similar restrictions.

► Future trade negotiations: Views may be presented on item-by-item, linear, and sector (industry or commodity group) negotiations, tariff harmonization, participation in free trade areas, and nontariff barrier negotiations.

► Trade policies particularly affecting the developing countries: tariff preferences, commodity arrangements, regional integration, tariff structures and their effect on the exports of the developing countries, and the relationship between trade policies and economic development.

► Problems of adjustment: impact of imports, disparate labor standards, adjustment assistance and "escape clause" relief.

► Trade promotion: export incentives, export financing, and export programs such as trade fairs and trade missions.

► Administration of trade policy: organization and administration of U.S. trade policy and the roles of the General Agreement on Tariffs and Trade, the Organization for Economic Cooperation and Development (OECD), and the United Nations Conference on Trade and Development (UNCTAD).

For additional details **write:** Chairman, Trade Information Committee, Office of the Special Representative for Trade Negotiations, Room 729, 1800 G St. NW., Washington, D.C. 20506.

Market Share Report on Sweden ready

An additional country title in a new series of Market Share Reports is ready for distribution.

A report on Sweden is now available, making a total of 32 countries for which such data may be obtained. When completed, the new series will provide 69 country reports.

Market Share Reports, being prepared both by country and by commodity, provide 1962-66 information on the U.S. share of imports of 1127 manufactured products in the world's leading markets.

All of the new reports, previously announced for publication by the end of January, are expected to be ready for distribution in March.

Country reports now available at $3 apiece, and order number for each, are:

Australia—DIB 68-90003; Austria—DIB 68-90004; Belgium-Luxembourg—DIB 68-90005; Brazil—DIB 68-90007; Canada—DIB 68-90008; Denmark—DIB 68-90013; Finland—DIB 68-90018; France—DIB 68-90019; Federal Republic of Germany—DIB 68-90020; Greece—DIB 68-90022; Hong Kong—DIB 68-90025; Ireland—DIB 68-90029; Israel—DIB 68-90030; Italy—DIB 68-90031; Japan—DIB 68-90034; Republic of Korea—DIB 68-90036.

Libya—DIB 68-90039; Malaysia—DIB 68-90040; Netherlands—DIB 68-90043; New Zealand—DIB 69-90044; Norway—DIB 68-90047; Philippines—DIB 68-90051; Portugal—DIB 68-90052; Singapore—DIB 68-90053; Spain—DIB 68-90055; Sweden—DIB 68-90056; Switzerland—DIB 68-90057; Taiwan—DIB 68-90058; Tunisia—DIB 68-90062; Turkey—DIB 68-90063; United Kingdom—DIB 90066; Yugoslavia—DIB 68-90069.

Write: Clearinghouse for Federal Scientific and Technical Information, Code 410.11, Springfield, Va., 22151.

New Franco-American award

An annual Franco-American Award, to be given in alternate years to an American and a Frenchman for service in improvement of economic, cultural or political ties between the two countries, has been established by International House in New Orleans. Two awards are already made each year at International House for service in betterment of Western Hemisphere relations. The new award notes the 250th anniversary of the founding of New Orleans by the French.

New travel tax proposals linked to efforts to build trade surplus

Treasury Secretary underscores key place of trade in payment problem, urges restraint to preserve competitive U.S. stance

Travel tax actions aimed at helping to cure the U.S. balance of payments deficit were linked closely to efforts to build the national trade surplus, as Treasury Secretary Henry R. Fowler presented the proposals to Congress last week.

The proposals—a 5% ticket tax on all air travel and sea travel out of the Western Hemisphere, a graduated travel expenditure tax beginning on outlays exceeding $7 per day, and cuts in the duty-free exemptions affecting items travelers bring or mail back to the States—carry the hope of trimming the $2 billion annual travel deficit by about $500 million.

But in offering them, Secretary Fowler repeatedly underscored the dominant importance of a trade surplus in overcoming international payments shortages and building a sound world financial position for the U.S.

He pointed to an upsurge in imports in the last quarter of 1967 that produced a sharp decline in the U.S. trade surplus, and declared:

"With the economy picking up momentum in 1968, and with cost and price pressures increasing, we are faced not with the assurance of a continued improvement in our trade surplus but the threat of another downward movement.

"All other efforts to improve our balance of payments will be undermined unless we avoid the kind of excessive growth that floods us with imports and unless we return to relative price stability and cost competitiveness in the United States economy."

"Business and labor also have an important responsibility to protect our trade surplus," he said, "by keeping wage demands and price decisions consistent with national productivity performance, and avoiding work stoppages or the threat of work stoppages in industries vulnerable to import or export competition at a time when our balance of payments position is under pressure."

He continued: "Efforts to return to the price and cost stability that characterized the first five years of the decade require business and labor to exercise the utmost responsibility in their wage-price decisions. These decisions directly affect our competitive position at home and in world markets. Accordingly, the President has directed the Secretaries of Commerce and Labor and the Chairman of the Council of Economic Advisers to work with the leaders of business and labor to make more effective the voluntary program of wage-price restraint."

"The prompt enactment of the President's tax increase program is the single most important and indispensable step this nation can take now to improve our balance of trade and payments and protect the dollar and the international monetary system," he urged.

Secretary Fowler said this is "by no means the whole story on an intensified effort to achieve and maintain an adequate U.S. trade surplus. In addition to soundly managing the U.S. economy to keep it competitive and stable, we must work through international negotiating machinery, multilateral and bilateral, to keep world markets open by implementing the tariff reductions negotiated in the Kennedy Round and avoiding the unilateral imposition of statutory import quotas, which could lead to retaliatory action to which our trade surplus is uniquely vulnerable.

"We must strive at home through improved export financing and export promotion measures to make U.S. industry more export minded and facilitate its export operations."

With regard to the travel taxes, the Secretary presented figures to show that business travel is about 24% of the overseas total, compared to 45% by tourists, 18% related to visits to family and friends, and 8% miscellaneous. His proposals, he said, were based on two principles: achievement of a maximum saving while resulting in the fewest trip cancellations, and establishment of a system that would draw a minimum number of appeals for exemptions.

Among the explanations submitted with his proposals was a definition of an excepted trade or business trip:

"An individual (and his dependents) shall be considered on a non-taxable trip if he is outside the Western Hemisphere for at least 120 consecutive days while engaged on a full-time basis in a trade or business or profession. This category of exceptions will cover the case of an employee who is transferred abroad by his employer for more than 120 days, an individual who goes abroad to teach on a full-time basis in a foreign school, and a professor on a sabbatical abroad who is doing research on a full-time basis in connection with his trade or business.

"If the student, teacher, employee, or businessman, does not spend a total of more than 14 days outside the Western Hemisphere before and after the period he is carrying on exempt activities, his entire trip would be exempt. If he stays longer than 14 days, thus converting his trip to a partial vacation trip, he (and his dependents) would be considered on a taxable trip, but would be permitted to exclude all expenses incurred during the period he is engaged in the exempt activities.

"If the student, teacher, employee, or businessman does not stay abroad for the prerequisite 120 consecutive days, his trip would be taxable unless he could not have reasonably foreseen the circumstances which caused him to cut his trip short."

Another explanation referred to expenses:

"In the case of an individual traveling on a taxable business trip, his business expenses, *other* than for transportation, meals, lodging, gifts and entertainment, would be excluded from the expenditure tax base."

Florida traders plan April meeting in Jacksonville

Bridging the Oceans for Profit is the theme of the Seventh Annual Florida World Trade Conference scheduled for Apr. 4-5 in Jacksonville.

Program topics include: the stability of the dollar, quotas, the Kennedy Round, food for peace, markets for Florida fruit and vegetables in Europe, and a debate on restrictive and protective tariffs.

The conference, to be held at the Hotel Roosevelt, includes two luncheons, receptions and a banquet. Registration fee of $30 should be sent to: Seventh Florida World Trade Conference, P.O. Box 8046, Jacksonville, Fla. 32211, and room reservations made directly to the hotel.

TWO FOR THE GOVERNOR: Governor Raymond P. Shafer (c.) will personally lead a second trade mission abroad for his state, when a new group departs this spring for Far Eastern markets. Above, he is shown receiving a certificate of appreciation for directing the first, to Europe last fall. At left, David Jamieson, director, Philadelphia Field Office; right, Clifford Jones, Sec'y of Commerce of Pennsylvania.

Pennsylvania plans second international trade seminar

Meetings scheduled for April will discuss Far East markets

"Pennsylvania and the Far East—A Profitable Partnership" is the subject of the second annual international trade seminar to be sponsored by the Commonwealth's Department of Commerce, at the Penn Harris Hotel in Harrisburg, Apr. 9 and 10.

The seminar will feature discussions of trade opportunities in Australia, the Republic of China (Taiwan), South Korea, and Japan. Speakers will highlight the advantages and problems of trading with these countries.

The first day's schedule includes a discussion of trade experiences, led by the Foreign Traders Association of Philadelphia, and a dinner hosted by the Commonwealth's Lieutenant Governor, Raymond C. Broderick, with the Ambassador of Japan, Takezo Shinoda, as speaker. On the second day, speakers will include Governor Raymond P. Shafer, and Kenneth Gott, Editor-in-Chief, Business International Corp.

For reservations, **write:** John T. Acton, Director, International Trade and Port Development, Department of Commerce, 225 Pine St., Harrisburg, Pa. Cost for Wednesday, Apr. 10, $10; for April 9 and 10, $25.

The Commonwealth's Department of Commerce also is organizing its second Government-approved trade mission, to visit the markets under discussion at the seminar. The first group went to Europe last fall.

The spring mission, like the earlier one, is to be led by Governor Shafer. The members—most of whom are likely to be manufacturers of machine tools and production equipment—will schedule business appointments in Sydney, Melbourne, Taipei, Seoul, Osaka and Tokyo, Apr. 28-May 18.

AMA plans meetings on East-West trade

Experts to discuss legislation, financing, prospects at two three-day sessions in New York

Two interrelated three-day meetings on East-West trade are planned by the American Management Association in New York next month. Two Commerce Department trade specialists will be among the participants in the first series of meetings.

"East-West Trade" will be the subject of a briefing session Mar. 4-6. Immediately following this series, an orientation on the "Finance and Structure of East-West Trade and Investment" is scheduled for Mar. 6-8.

For the first session, specialists on East-West trade and representatives from East European countries will analyze the current situation, discussing the effects of present and pending legislation and the Kennedy Round, the implications of the conflict in Vietnam, and the processes for negotiating with Eastern European government agencies. Among the speakers will be Senator Wayne Morse of Oregon, member of the Senate Foreign Relations Committee; Robert Wright, director, Office of East-West Trade, State Department; and J. Mishell George and Rauer Meyer, Bureau of International Commerce, Commerce Department.

Specialists in finance

For the orientation Mar. 6-8, experts in international finance will explore the special aspects of doing business with Eastern bloc countries. Topics to be covered will include, among others, the barter techniques of financing, creation of specialized sales and service arrangements, and future prospects.

Both groups of meetings will be held at AMA Headquarters, 135 West 50th St., New York, N.Y. 10020. Registration for each three-day session: AMA members, $165; nonmembers, $190.

AMA shifts session site

The location of the American Management Association briefing session on "Scandinavia—A Geographic Entity: A Nordic Market", referred to in last week's issue of INTERNATIONAL COMMERCE, has been changed from the City Squire Hotel to AMA headquarters at 135 West 50th St., New York.

LAST-MINUTE DISCUSSION before opening of the eleven-week International Business Development Program at Case Western Reserve University included Charles B. Stebbins, Director of the Commerce Dept.'s Cleveland Field Office; Brian C. Switzer, editor of How to Sell Overseas; Robert D. Deitz, REEC Education Director; Dr. William Heston of the University; Henry T. King of TRW, Inc., and Dr. Harry B. Osborn, Jr. Chairman of the Cleveland REEC.

LECTURERS OUTLINE COURSE (above) while REEC members follow ticker tape (below) to find fresh international developments for inclusion in REEC courses.

New season for export seminars opens

Cleveland series of meetings will marshal area trade specialists

Export expansion seminars are coming into season again, and Cleveland will be among the first of many areas to have such briefings available to local businessmen.

In Cleveland, as in several other cities, a local university, Case Western Reserve University, has joined with the Commerce Department Field office and the local Regional Export Expansion Council in sponsoring an 11-week course on the University campus Wednesday evenings beginning Mar. 6.

Twenty international business executives, legal and tax experts, bankers and government representatives, will serve as faculty for the two-stage course covering the principal phases of doing business overseas. The programs are designed for international executives and members of their research and planning staff.

The guest lecturers for the series include management personnel from Cleveland area corporations, many of which have won Presidential "E" Awards for their contributions to the nation's exporting goals, and such special speakers as the Cleveland Consul of the Federal Republic of Germany and a New York international finance specialist.

The first part, "How To Sell Overseas," deals with the strategies and techniques needed to develop overseas business opportunities utilizing export sales techniques.

The second part, "Manufacturing and Marketing Abroad," a seminar, will afford participants an opportunity to "simulate" an actual company investment or marketing study. Feasibility studies on one of four topics—export sales development, licensing, joint ventures or Western Hemisphere Trade Corporations—will be conducted by each registrant on his firm's products in a specific overseas market.

A board of advisors of fifty businessmen, lawyers, and consultants—all experts in international trade—will be available to assist seminar participants through practical suggestions based upon their experiences in the countries under consideration.

Included in the group are specialists in doing business in various areas of the world, licensing experts, marketing men, tax and investment experts, and advisers on legal considerations of international business.

The book, *How to Sell Overseas*, published by Case Western Reserve's Bureau of Business Research, will be given as a textbook to all registrants in the course.

Market for Puerto Rican goods in Colombia reported by traders

Comprising fifth mission of Commonwealth's Department of Commerce, members talked with customers and officials

The favorable trend of the Colombian economy in recent months, the country's population of more than 20 million, and its accessibility through Caribbean ports combine to offer a good potential for the sale of Puerto Rican goods.

The most direct approach to the market lies in selling products eligible for financing by the U.S. Agency for International Development.

For other commodities, Puerto Rican exporters will meet tough competition from foreign suppliers; thus, products must be competitive in price, quality, service, and payment conditions.

This capsule appraisal of the Colombian market is the consensus of the most recent trade mission sponsored by Puerto Rico's Department of Commerce. The fifth to be organized by the Commonwealth, the mission spent a week in Bogota last fall looking for markets for their products.

Talks valuable

The group returned feeling reasonably certain that sales to Colombia can be increased substantially through frequent visits there by Puerto Rican manufacturers. The members stressed the value of exchanging views and ideas with their counterparts. They were impressed by the resourcefulness and tenacity of the executives and government officials in meet- difficult problems.

Products represented by the participants were: animal feeds in liquid-concentrate form; agricultural insecticides; pumps for moving semi-solids and liquids; water purifiers, softeners and filters; and dairy equipment. These products are eligible for financing under a current AID loan totaling $100 million for Colombia, to be allocated by the end of March.

In addition, efforts were made to sell products not covered by AID, but which are considered essential to the economic development of the country.

The mission also tried to interest Colombian manufacturers in selling to Puerto Rico or establishing manufacturing facilities there, for supplying local markets and the United States.

The week's activities in Bogota included meetings with directors and other representatives of the Chamber of Commerce; officials of the Agricultural, Industrial, and Mining Credit Fund; the Superintendent of Foreign Trade, and the director of the Fund for the Promotion of Exports.

Business conditions are improving in Colombia, according to the mission, despite the continuing tightness of local credit. The austerity program instituted a year ago, to manage the country's scarce foreign exchange for optimum national benefit, is expected to remain in force.

There are two categories of imports—those on the prohibited list and those on the prior license list. As a rule, a prior import deposit with the Bank of the Republic is required. The prior deposit is not required on products for which AID financing is available, but these products are subject to all other import regulations, as summarized in the U.S. Department of Commerce publication, *Foreign Trade Regulations of Colombia*, OBR-67-46. For single copies, at 15 cents each, **write:** Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, or any of the Department's Field Offices.

Liberalization seen

The Colombian Government has stated that the foreign exchange and import controls are of a temporary nature, with gradual liberalization anticipated as the economic situation improves. Such liberalization would entail moving some products from the prior license list to a free list.

The Puerto Rican mission was composed of six businessmen and two government officials: Hector Ledesma, Banco Popular de Puerto Rico, mission director; William Vargas, Sta Rite Export Corp.; Osvaldo Murati, Murati Chemicals, Inc.; Martin Blair, Ethamol Distributors; Michael Senyi, Integrated Industries, Inc.; C. A. Hourston, Southern Cross Engineering Corp.; Angel Luis Rivera, Trade Missions Division, and economist Gerardo Pena, Program of International Trade, Department of Commerce of Puerto Rico.

$20 million Alliance loan will expedite CACM integration

Money will finance sales of U.S. goods, services for regional projects

Central American economic unity should be speeded up with the help of a $20 million Alliance for Progress loan to the Central American Bank for Economic Integration (CABEI).

Three-quarters of the AID loan, or $15 million, will directly finance the procurement of U.S. goods and technical services. The remaining $5 million will generate local currency for the purchase of goods and services in Central America. By means of a special letter of credit procedure, Central American banks concerned will spend an equal amount in dollars to procure goods in the United States.

For engineering, construction

CABEI will put the new capital resources into its Integration Fund to finance up to 100% of the engineering and construction costs of basic regional economic projects, including highways, ports, inland waterways, telecommunications facilities, irrigation works, grain storage systems, power transmission lines, industrial parks and airports.

The new financing will implement decisions by the American Chiefs of State at the Summit Conference in Punta del Este, Uruguay, last April, where special emphasis was given to regional development, rather than individual country needs.

The Integration Fund was launched at special exercises at the White House on July 29, 1965, when President Johnson signed a loan agreement under which the U.S. contributed $35 million of the $42 million initial capital resources. The five member-countries contributed the remainder.

Resources at $85 million

In 1967, the Inter-American Development Bank (IDB) loaned $15 million to the Fund and the member states added $3 million. The latest loan brings the Fund's resources to $85 million. Thus far, $56 million has been committed for development projects, including approximately 410 miles of primary highway improvements.

Irradiated preservation of food gaining worldwide acceptance

Commerce Dept. booklet lists interested groups in 76 countries; U.S. looks to day when commercial usage becomes feasible

Commercial usage of irradiation to preserve food would open new horizons for domestic and international trade in services which up until now have been used almost exclusively by major industries and the medical profession.

The preservation of foods by irradiation may be on the verge of widespread commercial use throughout the world. A recently-published Commerce Department index lists 76 countries which have recognized the enormous potential of irradiated food supplies by instituting programs of research, development or education in the field.

These countries represent about three-fourths of the world's population. Fifty of them have established scientific and technical staffs to study the problems associated with irradiated preservation of food. The remaining 26 have organizational frameworks within which food irradiation programs could be set up in a short time.

There is also an impressive group of at least 20 internationally-oriented organizations which have become actively engaged in providing guidance, coordination and interchange of data on food irradiation, as well as promoting international and regional meetings on the subject.

Non-food operations

The Commerce booklet also lists related processing operations which are using irradiation techniques on non-food items. These include the several commercial operations using irradiation to sterilize pharmaceutical and medical supplies; numerous applications of irradiation by the chemical, plastics and textile industries; and use in the purifying of animal hair.

These wide ranging uses are providing a well-developed base of knowledge, practical operating experience, and technically trained staffs which can serve as the nucleus when large-scale commercial processing of irradiated food becomes feasible.

The regular commercial marketing of irradiated foodstuffs still has several hurdles to clear before gaining general acceptance. Worldwide, there are many regulations prohibiting the distribution of irradiated food for human consumption without definite proof of both its wholesomeness and safety for human consumption. Encouraging progress has been made in this area during the past few years, with some countries having issued clearances authorizing the irradiated preservation of certain basic foods for human consumption. The highly exacting criteria for such clearances require conclusive evidence which eventually will provide support for the consumer enlightenment programs which are being developed to insure public acceptance of irradiated foods.

Government operation

Food irradiation programs in the United States have been almost exclusively the preserve of the Federal Government. Under the present setup, responsibility for the different aspects of the program is divided among:

- The Atomic Energy Commission (AEC), which deals with research in low dose radiation pasteurization for extension of refrigerated shelf life;
- The U.S. Army concentrates on high dose radiation sterilization, especially for the preservation of meats without refrigeration.

These programs are complementary and mutually reinforcing, being designed to provide full coverage of all practical aspects of the irradiation method of food preservation.

Their ultimate goal is to transfer all relevant know-how to U.S. industry, and the whole world, which could aid in general commercial use of the irradiation process.

A successful test feeding at U.S. military bases consumed 30,000 pounds of industry-produced irradiated bacon during 1966. Further tests involving 400,000 pounds of irradiated potatoes and 260,000 pounds of irradiated flour were held in 1967.

Food irradiation is subject to U.S. Government controls, within the context of existing legislation covering conventional food processing. Before production can be scaled up to commercial quantities for the broad consumer market, approvals are required from the Food and Drug Administration. For meats and meat products from cattle, sheep, swine, goats, horses, reindeer, poultry and domestic rabbits. Department of Agriculture approval also is required.

Copies of the 91-page booklet "Food Irradiation Activities Throughout the World," are available for 50 cents apiece from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Indonesia sets April deadline for return of foreign property

Owners entitled to compensation even if return of property is waived

The Minister for Economy, Finance and Industry of the Government of Indonesia recently announced that Apr. 30 has been established as a deadline for the signing of agreements covering the return to foreign owners of enterprises (other than Dutch) taken over by the Indonesian Government during the Sukarno regime.

According to the Indonesian Government, failure of the owner to sign by Apr. 30 will be construed as a waiver by the owner of the right to obtain return of the property. Notwithstanding such a waiver, however, the owner is entitled to compensation, payable in accordance with the debt rescheduling terms agreed upon between Indonesia and certain creditor countries at Paris in Dec. These terms provide that payments would be made during an eight-year period commencing in 1971.

With the exception of one small estate, it is believed that all American-owned enterprises have already been returned to their owners. These include the rubber estates of Uniroyal and Goodyear Tire and Rubber Co., Goodyear's tire factory, the assembly operation of Singer Sewing Machine Co., the flashlight battery factory of Union Carbide, and the assets of the National Cash Register Co. and the American Foreign Insurance Assn.

This decision is of interest to potential new investors because it indicates increasingly responsible leadership in Indonesia and the recognition by the government of the obligation to pay compensation (even if on deferred terms) for those properties which the former owners do not wish to have back.

McQuade asks care in requesting foreign investment control interpretations, exemptions

U.S. firms urged to submit inquiries to Office of Foreign Direct Investments in writing; criteria not yet fully defined

U.S. firms asking for interpretations of or exemptions from the regulations of the new Foreign Direct Investment program are requested to submit their inquiries in writing.

A written application, even by those whose urgent problems prompt a visit to the Department of Commerce, will speed matters considerably, according to Assistant Secretary for Domestic and International Business Lawrence C. McQuade in a recent public address.

In the first few hectic weeks of operation, McQuade explained, the new Office of Foreign Direct Investments has received several thousand phone calls from businessmen and lawyers throughout the Nation, who are concerned about how the new regulations (INTERNATIONAL COMMERCE, Jan. 8, 29, Feb. 5) may affect them or their clients.

No oral answers or interpretations by the staff are either official or binding, he pointed out. Further official clarifications of the regulations are pending and will be released to the public as soon as they can be prepared. Emergency requests for exemption are being dealt with as rapidly and as systematically as possible.

Reporting forms and instructions on how to file them are expected to become available in the near future.

A special staff including lawyers, accountants, tax experts, and economists has been temporarily drawn together from government departments and agencies to handle inquiries and authorization requests.

The new Office of Foreign Direct Investments has five major divisions:

► The Policy Review Division, which will prepare bulletins for public distribution, and review and recommend action on applications for special authorization.

► The Legal Staff, which will provide legal interpretations of the regulations and advise on legal aspects of policy proposals or applications for specific authorization or exemption.

► The Authorizations Division, which will initially review and recommend action on all applications from direct investors for specific authorization or exemption.

► The Program Reports Division, which will analyze base period and quarterly reports submitted under the program and prepare statements on the program's progress.

► The Compliance Division, which will conduct examinations, when necessary, of pertinent records and transactions of direct investors.

Write: Office of Foreign Direct Investments, U.S. Department of Commerce, Washington, D.C. 20230.

New Jersey firm to benefit from Eximbank loan to Spain

The Export-Import Bank has authorized a $6 million credit to a new Spanish utility, Central Termica de La Robla, S.A., to cover the buying costs of a U.S. steam boiler and auxiliary equipment for a 250-megawatt thermal electric generating plant under construction in the province of Leon.

The major U.S. supplier under Eximbank's credit will be the Foster Wheeler Corporation of Livingston, New Jersey, who will supply the boiler, spare parts, and erection services.

La Robla is owned by four major Spanish companies, Union Electrica Madrilena, Hidroelectrica Moncabril, S.A., Empresa Nacional de Electricidad, S.A., and S.A. Hullera Vasco-Leonesa.

The plant, due to start up in 1970, will sell its entire output of electric energy to two of the owner utilities. Although the primary purpose of the project is to add to Spain's electric generating capacity, the plant will also provide additional employment to this coal mining region since it will consume some 500,000 metric tons of bituminous coal annually.

Korean development firm draws worldwide financial support

Nation's first private development institution will provide money to help sustain record recent industrial growth levels

Korea's rapid economic growth has led to the establishment of a private development finance company which will have $12 million in worldwide financing from the U.S. Agency for International Development, the International Finance Corporation (IFC), and nine private banks in the U.S., Europe and Japan.

Together with some $10.5 million from Korean investors and the Korean Government, these funds will provide the initial capital for the first private institutional source for long-term industrial finance in Korea, the Korea Development Finance Corporation (KDFC).

KDFC was established at Seoul last April, with advice from IFC, under the sponsorship of the Federation of Korean Industries. It is expected to play a significant role in keeping up the present pace of industrial development in Korea. Between 1965 and 1967 industrial growth in Korea averaged about 18% a year. The significance of this is illustrated by the fact that between 1959 and 1966 Korea's exports rose from $20 million to $250 million, and that manufactured goods now account for about two-thirds of the total.

At present, two government banks are the main institutional sources of industrial finance in Korea, but demand for such funds has far outgrown their lending capacity. KDFC will make equity investments, as well as loans, primarily in manufacturing and processing industries.

Financing of the new development company includes investments by some 140 Korean shareholders representing, among others, nearly all of Korea's commercial banks and insurance companies, and unusually strong support by foreign private banks. Korean investors have subscribed 61% of the authorized capital.

MATHATRONICS REPRESENTATIVE (at right in above left photo) shows his company's computers to an official of British Aircraft Corp. California Computer Products machines are the subject of investigation by (above right, left to right) Calcomp's agent and officials of University of London and BOAC.

Computer exhibition 'best London show'

Kicking off a unique export promotion plan to sell U.S.-made compact computers in the United Kingdom, a four-day showing of data processing equipment at the U.S. Trade Center in London from Jan. 16-19 was hailed as "the most successful show in the Center's history."

Attendance at the first of five shows in cities throughout the British isles reached 2553, the highest figure in the Trade Center's six and one-half year history. Visitor totals on three of the four London show days topped the previous single day's record, with the new high set at 702.

Following the close of the London exhibition, the company displays were loaded on board a special train for mobile shows in Birmingham, Jan. 25-27; Manchester, Jan. 29-31; Newcastle, Feb. 1-3; and Glasgow, Feb. 5-7.

A full report on the results of the train showings, a first for the Commerce Department's trade promotion program, will be carried in INTERNATIONAL COMMERCE as soon as details become available.

Although only one firm was actively seeking representation in the London area, eight agreements were being negotiated by the end of the show.

Total off-the-floor sales by the 16 companies in the show were low—$35,000—due largely to the brevity of the exhibition and the decision lag inherent in computer purchases, but predicted sales totaled $2.5 million.

BUYERS THRONGED TRADE CENTER at opening ceremonies to see products such as those exhibited by Varian Data Machines (above) and Wang Laboratories, Inc. (below). Attendance totals broke records.

GOVERNOR'S COMMENDATION is delivered to Automatic Radio officials by State Representative Charles W. Mann on behalf of Massachusetts Governor John A. Volpe. From left are the trade plane's pilot; David Housman, president of Automatic Radio Manufacturing Co.; James R. MacLean, Chief, International Trade Division, U.S. Department of Commerce Boston Field Office; "Miss TapeDek," Miss Susan Flaherty; and W. P. Semonoff, president of AR's subsidiary, Automatic Radio International.

Massachusetts firm flies products on Hemisphere sales promotion

Automatic Radio invites businessmen, officials to see stereo tape decks, auto air conditioners and radios in 27 cities

Billed as "visiting every major city in North, Central and South America," a U.S. manufacturer's airborne mobile trade fair is now in the process of promoting exports in 22 Western Hemisphere countries, including the United States.

The airborne showcase has been launched by Automatic Radio, a Melrose, Mass. manufacturer of stereo-tape players, automobile radios and air conditioners, and truck refrigeration equipment.

The company's plane is now in the Caribbean, having already visited Canada, and is headed for Central and South America. At each of 27 stops along the way local businessmen, journalists, diplomats and government officials have been invited to visit the plane. Automatic Radio has worked closely with the Department of Commerce in planning its trip, corresponding with commercial officers at U.S. embassies on its route to set up appointments.

The airplane has been outfitted with a complete operating display showing Automatic Radio's products. The theme is "Sound and Comfort in Motion," and AR products such as Vornado auto air conditioners and TapeDek stereo tape recorders and car radios will be in full operation in the plane for customer inspection at each stop.

The plane has a multi-lingual crew of four, along with company president Walter P. Semonoff and other company personnel. It is stocked with multi-lingual literature and press releases. Automatic Radio plans to present a commemorative award to each local government official who visits the plane.

From late January until the first of April, the plane will be making stops in Canada, Jamaica, Puerto Rico, the Netherlands Antilles, Venezuela, Trinidad, Guyana, Surinam, Brazil, Uruguay, Argentina, Chile, Peru, Ecuador, Colombia, Panama, Costa Rica, Nicaragua, Honduras, El Salvador, Guatemala and Mexico. On the return trip the plane will stop in major cities across the United States before returning to Boston.

Standard procedure

Automatic Radio followed the procedure that any company wishing Government assistance in an international marketing trip should undertake. Company president Semonoff filed a Form 1A-202 (Request for Assistance by American Businessmen Traveling Abroad) with the Commercial Intelligence Division of the Department of Commerce. Commerce then notified U.S. Foreign Service posts of the traveler's itinerary and the purpose of his trip.

Meanwhile, Automatic Radio sent copies of invitations, press release packages, and literature to each post. The firm's local representative then contacted the posts to coordinate efforts.

Semonoff considers the flying display an important part of his company's export expansion program. The company insignia appears prominently on the plane's fuselage, as do the trade names of the firms products. The plane is equipped with a transceiver that enables communication with the home office in Melrose from any point in the trip.

Automatic Radio products are now being marketed successfully in many of the countries visited by the flight. The company will emphasize for its distributors specific applications in their own markets. It will introduce new products to potential distributors, existing distributors and dealers, in the hope of stimulating new export business.

The New England firm has some 800 employees, and was established in 1920.

Record number of U.S. exhibitors expected to take part in American exhibition at 1968 Tel Aviv Fair

Spotlight will be on metalworking machines, food processing, packaging equipment; market surveys show buyer interest high

U.S. manufacturers of metalworking machine tools, food processing machinery and packaging equipment will team with the U.S. Department of Commerce at the Tel Aviv International Trade Fair June 4-22 in a concerted sales drive on Israel's burgeoning billion-dollar market.

The U.S. exhibition will attract industrialists who are fully attuned to the Israeli Government's intensified effort to increase production capacity and expand exports.

The Tel Aviv show is one of three Commerce overseas commercial exhibitions that will feature metalworking, food processing and packaging equipment this year. Others are scheduled for Sao Paulo, Brazil, in October and San Salvador, El Salvador, in November.

Israel's economy, on the upswing, is expected to reach full momentum in 1968. The country's foreign exchange has increased significantly in the past few months. Trade deficits have been reduced nearly 42 percent and Israel is taking major steps to stimulate the economy toward the goal of becoming a net exporter. To further this objective, the Government has increased spending to build the country's capacity in the metalworking, food processing, and packaging industries.

Food processing and packaging equipment is so important to Israel that the Israeli Packaging Institute brought to their country an American specialist in assessing specific plant needs. The sales leads this expert picked up on his inspection tour will be given out to U.S. industry, forming the basis for the solicitation of participants in the U.S. pavilion at Tel Aviv in June.

Industrial expansion has been earmarked as top priority. Prices have stabilized throughout the country during the past year and interest rates are at an all-time low. These factors, coupled with the recent influx of foreign funds, serve to create an immediate market for capital equipment.

Prior to the war last June, Israel's defense expenditures were running about $400 million a year. Present defense requirements are estimated to run about $600 million a year.

According to recent market studies, metalworking machine tool purchases in the private sector alone are expected to increase ten-fold this year and to more than $150 million within the next three years. There is a pressing demand for automatic, tape-controlled, planer, drilling and boring-type million machines, machine centers, and measurement equipment with read-out and printer capabilities.

Food processing and packaging offer immediate multi-million-dollar market opportunities throughout the thriving nation. Citrus and foodstuffs are among Israel's chief exports. Food processing, presently focused on the canning of citrus products, increased 15 percent in the past 12 months. However, in order to be more competitive in the world market, the country's food industry is executing revolutionary upgrading of its food processing capacity. More than $20 million in equipment is needed now to process the coming crops of vegetables, citrus, dried fruit and nuts.

To keep pace with the stepped-up food production program, nearly $10 million in packaging machinery must be procured and installed at the earliest date. Automatic, high-speed machinery—forming, filling, wrapping, bottle-washing, aerosol crimping, punching, blister pack, vacuum and gas packaging machines—sophisticated production control equipment and other labor-saving systems are in urgent demand.

Among the more recent Commerce trade fair successes was the U.S. exhibition of packaging and food processing equipment last August in Mexico City. Fifty-five U.S. firms sold more than $1.1 million in off-the-floor business during the ten-day show and estimated additional sales in the 12 months following the exhibition to reach $4.9 million.

As a result of the U.S. solo exhibition in Caracas, Venezuela, in November 1966, 130 U.S. manufacturers of metalworking tools and automotive service, repair and maintenance equipment did $2.7 million worth of business in a growing $10-million market.

Manufacturers interested in participating in the Tel Aviv International Trade Fair should write to the Department of Commerce (BIC-944), Washington, D.C. 20230 or phone 202-967-5045. Further information may also be obtained from any of the Department's 42 Field Offices.

Fifth harbor congress, exhibit scheduled for June in Holland

American manufacturers of port equipment and representatives of ports have been invited to attend the Fifth International Harbor Congress and the concurrent Second International Harbor Exhibition, both to be held in Antwerp, June 2-8.

The congress is expected to attract engineers, technicians, and management level personnel from the world's principal ports, as well as representatives from leading port equipment firms.

The last edition of the congress, held in 1964, attracted 650 participants from 47 countries. This year's meeting will concentrate on various problems relating to port construction and equipment, navigational and safety devices for use in harbors, port management, and other topics of interest to those associated with ports.

The exhibition will feature models, photographs, technical and economic data, and basic facts pertaining to major ports throughout the world.

Write: Secretariat, Fifth International Harbor Congress, 58 Jan van Rijswijcklaan, Antwerp, Belgium.

Japanese machine fair to be held in Fukuoka during May

The Fukuoka Prefectural Government in Japan, the Kitakyushu City Office, and the Kyushu Industrial Engineering Federation have announced that they will jointly sponsor a consolidated machine fair, to be held from May 19-27 at Koraku, in Kitakyushu City.

The machine fair has been held annually since 1961, and according to the fair management, over 100,000 visitors have attended each year, with business transaoted during the history of the fair totaling almost $13 million.

Write: Fukuoka Machine Fair Management, Kitakyushu City Office, Kitakyushu, Japan.

Research instruments for life sciences to be featured at Stockholm Center

Commerce-sponsored exhibit in May will contain a broad cross-section of the most advanced U.S. analytical instrumentation products

U.S. makers of analytical instruments for biochemical and biomedical applications will step up their sales efforts in Sweden this spring through a special trade show and symposium-workshop.

The exhibitors will feature a broad cross-section of their most advanced analytical instrumentation for the life sciences in a Department of Commerce export promotion show May 6-10 at the U.S. Trade Center in Stockholm.

The show's target—universities and colleges, research institutes, the food and chemical industries, hospitals, pharmacies, and public and private laboratories engaged in bacteriological analysis, behavior research, blood analysis and handling, chromatography and fluorometry, nuclear medicine, oxygen analysis, polarographic analysis and research data processing.

Market studies show an excellent sales potential in Sweden for the advanced research equipment of American industry. Sweden enjoys one of the highest standards of living in the world and a low level of unemployment. Swedish industries, to remain competitive in world markets, rely on cost-cutting and labor-saving devices for research programs.

Sweden in 1966 imported slightly more than $5 million worth of non-electric and electric instruments for physical, chemical, photometric and acoustic measurements. U.S. industry supplied over $2 million worth of these imports.

Total imports into Sweden this year are expected to increase by about 10%, according to preliminary Swedish estimates. In 1967, total Swedish imports were estimated at $4.8 billion, up about 4% over 1966.

The value of Swedish imports from the United States has climbed steadily. In 1966, latest year for which full data are available, Sweden imported goods valued at $427 million from the United States. Imports from the United States during 1967 were running at about the same level. In the first three quarters of the year, Swedish imports of scientific, professional and medical instruments and apparatus ran about 17% higher than in 1966.

Staged by the Department's Bureau of International Commerce (BIC), the Trade Center show will bring buyer and seller together through a broad market development campaign now in progress throughout the Scandinavian trading area. An agency-finding service for firms not represented in the market also will be included.

The symposium-workshop will provide opportunity for an interchange of information on recent technological developments and production techniques between U.S. manufacturers and Scandinavian buyers and users of research instrumentation.

U.S. firms interested in taking part in the Stockholm show may obtain more information from the Bureau of International Commerce (code 946), U.S. Dept. of Commerce, Wash., D.C. 20230 (Area Code 202-967-5751), or from any of the Department's 42 Field Offices.

MILAN TRADE CENTER DIRECTOR Martin Stahl (left) receives an award proclaiming him "Cavaliere al Merito della Repubblica Italiana" from the Honorable Libero Mazza, Prefetto of Milan. The award was in recognition of Stahl's contributions as Center director to the expansion of Italian-American trade.

American exporters invited to attend annual Lyon fair

Fourteen foreign countries have already expressed their intention to mount official exhibits at the 50th Lyon International Trade Fair, scheduled for Mar. 23-Apr. 1. U.S. businessmen have been invited to attend the exhibition.

In addition to the wide range of products usually on display, this year's fair will feature a new section devoted to industrial heating, ventilating, and air conditioning equipment, with about 100 firms expected to participate in the area.

Other important exhibit areas include machinery and machine tools, furniture, and hardware.

Fair officials expect this year's edition to be about the same size as the 1967 fair, when 3,227 firms from 27 countries showed their wares to nearly 600,000 visitors, including some 13,000 from outside France.

Ecuador in strong rally

However, heavy reliance on banana, coffee and cacao exports makes outlook uncertain

Ecuador has recovered markedly from the balance of payments and fiscal difficulties experienced in 1966, according to the latest Economic Trends Report submitted by the U.S. Embassy in Quito.

International reserves were at $52.6 million, equal to over three months' imports as of Jan. 12. Export sales are good in terms of both price and volume. The domestic price level, in part due to Central Government adherence to a non-inflationary fiscal policy, is relatively stable.

However, future prospects are uncertain. Exports of bananas, coffee, and cacao, which account for 85% of total export earnings, are subject to world price fluctuations and intense producer competition. Bananas and coffee could face special problems in 1968, although cacao should experience another good year.

At the same time, the balance of payments could face renewed pressures from a potentially sharp rise in import demand brought about by an increase in public liquidity.

Industrial development and agricultural diversification will continue to be hindered by a lack of adequate basic economic facilities, the growth of which has lagged because of difficulties in providing sufficient public investment.

Price and exchange rate stability continue to be important goals of the economic planners. Wholesale and retail prices are moving ahead at an annual rate of 2% and 4%, respectively, with no signs yet of an inflationary build-up in consumer demand.

Growth target missed

A very high birth rate and slow agricultural growth have been keeping per capita GNP increase below the Alliance for Progress target of 2.5% for the Alliance period as a whole, although the OAS estimates that this target was achieved in 1967.

Quito and Guayaquil, Ecuador's major urban areas, are experiencing favorable business conditions. Increased public liquidity is being channeled into savings deposits and higher domestic consumer durable purchases, causing a small boom for retailers.

Private savings are rising at an unprecedented rate, indicating considerable confidence in the economy. Part of the 32% increase in savings deposits during 1967 must also be attributed to a phenomenal increase in branch banking and in bank advertising.

A rather sharp rise in the money supply is presently causing concern among Central Bank officials. They are worried about the potential balance of payments or inflationary effects of such a large amount of liquidity, especially if public confidence diminishes.

Bank credit is expanding at a healthy rate, but the increases are still being absorbed by commercial borrowers, while the amount granted to industry and agriculture remains static. Credit is generally available, but at interest rates very close to the legal maximum of 10% and in some cases higher.

Credit may ease

Businessmen do not foresee credit tightening during the coming year and, with a larger voice in determining monetary policy through increased participation on the Monetary Board, they hope to ease credit even more. Pressure continues for a lower legal reserve ratio, although the Monetary Board during 1967 twice lowered the ratio from the high level set by the Yerovi Government in 1966.

Ecuador is enjoying record crop years in both coffee and cacao. Sugar production potential is advancing rapidly due to increases in cane acreage and milling capacity. Banana exports are holding firm as a result of an increased sales effort. Problems relating to the conversion to the Cavendish variety of bananas, serious insect damage, and disputes over fumigation programs may limit production in 1968.

Mineral production, including output of crude petroleum from the coastal oil fields, is declining. Exploration for oil reserves in the eastern jungles, however, is meeting with considerable success. Almost all of Ecuador's promising oil areas are now covered by pending concession applications.

Barring any significant change in Government policy which might discourage further exploration and development efforts, the amount of Ecuador's proven oil reserves may double in 1968.

Although reliable statistics are rare, it appears that production of most major industrial products including cement, automobile tires, beer, and cigarettes continues to improve.

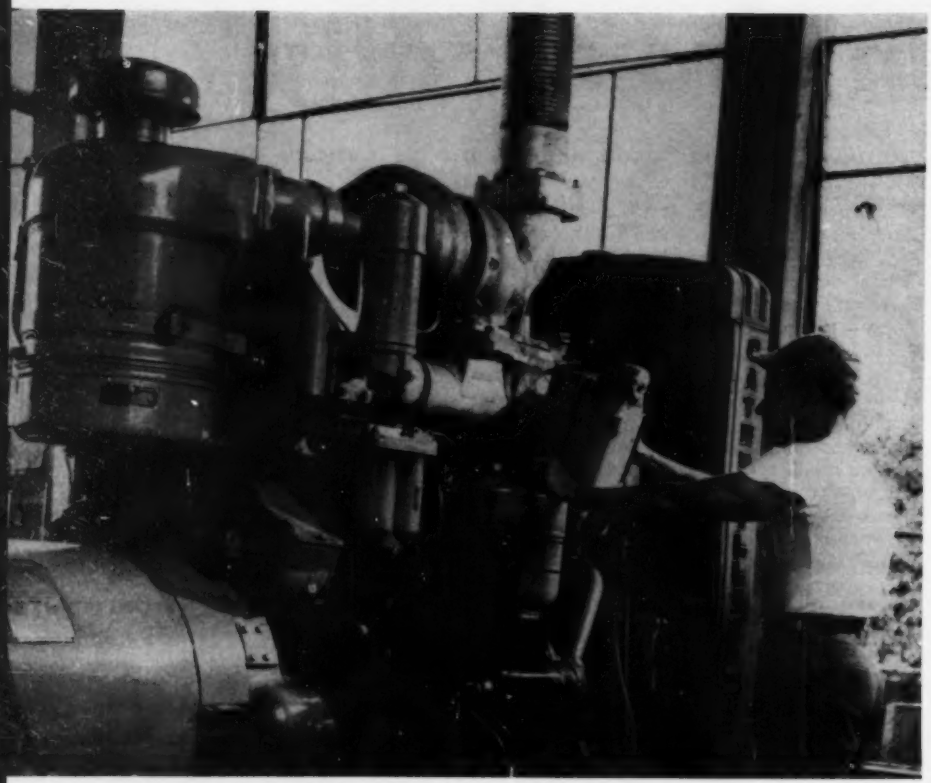
New industrial construction is advancing unevenly. Private construction, especially of higher priced residences and apartments, is very active in both Quito and Guayaquil. Construction of public sector projects, especially roads, telecommunications, and railroad rehabilitation, is moving very slowly.

Business is still apprehensive over the possible renewal of the labor unrest which occured in the country in 1967. Fear that the strikes might disrupt business activity caused coastal businessmen and farmers to unite in an appeal for a more decisive labor policy. The Central Government is now taking a more active role in labor disputes, and 1968 may be a quieter year.

The unemployment rate is hard to determine because of a considerable amount of disguised unemployment and subsistence farming. A sizeable amount of skilled technical labor, including medical specialists, managers, and skilled mechanics, is leaving Ecuador to seek employment in the United States, Europe, and other Latin American countries.

For most classes of blue and white collar workers, wage levels over the last

SKILLED TECHNICAL LABOR is leaving Ecuador for better paying jobs in the U.S., Europe and other Latin American nations, thus hampering the nation's growth effort. Below, welding instruction at a technical school in Latacunga.



ECUADOR'S CHIEF IMPORTS are capital goods and raw machinery, but purchases of consumer items are also expected to continue their gradual upswing despite the continuation of restrictive measures. This U.S. equipment is installed at the power plant of a rural electrical cooperative.

ten years have kept ahead of living costs. Recently, however, real wages have begun to decline, and pressure is increasing for new wage legislation for all types of workers.

The last year in which major wage legislation was passed was 1962. If sizeable wage hikes are demanded in 1968, they may have disruptive effects on the national budget and could prove inflationary. No statistics are available comparing wage increases with increases in industrial productivity.

Austerity staves off inflation

The Central Government's fiscal position improved during 1967. Increased tax revenues, especially from import surcharges imposed in June 1966, and reduced expenditures accounted for the brighter budget performance. The Government debt to the Central Bank is considerably below the dangerously high 1966 level. Although the 1968 budget calls for expenditures 30% higher than in 1967, the Government has announced that a similar austerity policy will be followed in 1968 and that inflationary borrowing from the Central Bank will be avoided.

This means that in order to finance a minimum level of current account expenditures and prevent a major reduction in public investment expenditures, the Government may have to resort to borrowing at relatively hard terms in overseas capital markets. A growing internal debt and saturated domestic bond market may force this course of action.

As a result of additional foreign borrowing, the Ecuadorean external debt, which is presently small by Latin American standards (servicing equaled 8% of export earnings in 1966), may grow to more taxing proportions.

Exports of Ecuadorean products are enjoying unexpected prosperity and are managing to keep ahead of a large increase in capital goods imports. The picture for 1968, however, is uncertain.

Ecuador has succeeded in obtaining a sizeable increase in its coffee quota from the proposed renewal of the International Coffee Agreement in 1968. Failure to renew the Coffee Agreement would mean a disastrous drop in world prices and a substantial fall in export receipts for Ecuador.

The outlook for bananas is also uncertain because of fluctuating prices and stiff competition from other suppliers.

Although increasing interest is being expressed in agricultural diversification, import substitution, self-sufficiency and the development of new products for export, the emphasis remains on boosting exports of bananas, coffee, and cacao.

A recent Ecuadorean trade mission to Eastern Europe secured commitments to purchase increased quantities of these commodities, but the long-term effect of Eastern European demand for these exports is unclear.

Trade with the Eastern European countries is carried on by means of payments agreements which include an obligation on the part of Ecuador to purchase an equal amount of their goods. One of the reasons for high level of international reserves can be found in the fact that Ecuador has a $4 million favorable balance with Eastern Europe under the payments agreements. This situation will probably not persist through 1968 because the East Europeans will press to balance trade.

Chief imports

Ecuador continues to import mainly machinery, other capital goods and raw materials. Consumer goods imports are rising slightly. The restrictive measures taken by the Yerovi Government to limit imports have been effective, but consumer imports will probably continue their gradual upward trend as buyers become accustomed to the restrictions.

There are no indications that the Government plans to discontinue the import surcharges and prior deposit requirements. Fear of stimulating an import demand which would eat away reserves has kept the Government from succumbing to the pressures of commercial interests which would like to see the restrictions abolished or moderated.

Ecuador is experiencing a favorable period in its international payments. The international reserve position is somewhat misleading, however, because Central Bank purchases of dollars in the free market and not multilateral trade receipts make up the bulk of this year's increase in reserves. The Bank is under continuing pressure to convert the dollars earned in this manner into gold. At the present time 45% of Ecuador's international reserves are in gold. This follows a purchase of $6 million in gold in 1967.

Overshadowing the present reserve position is a rather large lag between the value of import permits issued (up 18% in 1967) and the value of import permits liquidated. This gap of approximately $33 million between apparent and effective import demand combined with the present high level of public liquidity could

result in a sizeable drain in reserves in 1968.

On the brighter side, Ecuador could make a considerable saving in foreign exchange in the immediate future if the country would begin exporting the newly found oil reserves in the eastern region through a Colombian pipeline to be completed this year.

Should Ecuador elect not to export through Colombia, and decide instead to wait until enough reserves are proven to justify construction of a $50 million pipeline across the Ecuadorean Andes, her prospects for becoming self-sufficient in crude oil over the next five years will vanish.

Investors wait and see

At present, some investors have adopted a wait and see attitude because of labor troubles and because of uncertainty over the Government's industrial and agricultural development policy. Recent signs of capital flight have been few, but the uncertainties of the coming presidential election may provoke the movement of some funds to foreign markets.

There is some worry on the part of the Government and private investors over the effects of the new U.S. balance of payments program since American holdings comprise some 60% of all foreign investments in Ecuador.

The Government's industrial development law, although tightened during 1967, continues favorable to domestic and foreign investors. Assembly industries which use no local raw materials will enjoy less liberal tariff exemptions in the future. The level of new direct foreign investments in Ecuador is continuing at 1965-66 rates of $3.5 million annually.

One uncertain spot in the picture is the petroleum industry. Exploration and development activity has slowed since the Government announced its intention to establish a state petroleum corporation, to draft a new tougher petroleum development law, and to re-examine existing concession contracts.

Ecuador's attitude toward American investment is generally good, as evidenced by the high American share in private industry in the country. There is some concern, however, over the large size and potential political influence of some American investments. For this reason, joint ventures are more acceptable.

Credit is available in relatively small amounts from the private investment institutions and, to a lesser degree, from private banks. Investment opportunities are most promising in the field of food processing and agro-industry. Lumbering, frozen fish exports, cattle raising for beef and dairy products, and specialty foods all have great potential for expansion.

Ecuador recently joined a subregional economic group made up of six Andean countries. The objectives of the subregional integration scheme are to establish a common external tariff among the members, to choose certain industries which would prove more profitable on a multinational basis, to create a development corporation which would finance multinational infrastructure projects, and to facilitate entry of the member countries into the LAFTA Common Market by 1985.

The potential impact on Ecuadorean development of the subregional experiment is great and investment opportunities will undoubtedly increase.

United States exports to Ecuador increased by 26.5% from Jan.-Sept. 1967. During the same period Ecuador's total imports increased by 22%. This raised the U.S. share of the Ecuadorean import market to 39.2% from the 1966 level of 37.8%.

Overall imports in the following categories have been increasing and should continue to do so in 1968: fuels and lubricants, agricultural raw materials, industrial raw materials and intermediate products, construction materials, agricultural machinery, industrial machinery, and transportation equipment.

Growing competition for U.S. goods comes from West Germany (tools, light machinery, and chemicals), Japan (railroad equipment and automobiles), and Eastern Europe (heavy machinery, chemicals).

U.S. share may fall

The following trends may tend to reduce the U.S. share of market: a shift in Ecuadorean banana exports toward Europe may create pressures for increased imports from Europe; a decided push towards trade arrangements with Eastern Europe, which involves payment agreements requiring balanced trade; and increased trade with LAFTA countries, especially those within the subregional economic group.

Imports from the U.S. should continue to increase as Ecuadorean exports increase, but an added U.S. sales effort may be necessary to maintain the same share of market. Competitors are improving their position because of: their ability to offer more flexible suppliers' credit; price differentials; trade mission activity; increased sales forces and sale of simpler equipment with smaller capacity which better suits the market in Ecuador.

Good sales opportunities for U.S. suppliers exist in the fields of petroleum exploration, refining, and transportation; lumber and veneer manufacturing, heavy construction with emphasis on construction of roads and railroads, port development, water and sewerage, hydroelectric power, and telecommunications.

Belgian prospects fairly good despite several weak spots

Nation needs upturn by neighbors to revitalize its own economy

Year-end observers of the Belgian economy were reasonably satisfied with its performance in 1967, despite many indicators of recessed conditions, including increasing unemployment, high savings, low investment and stagnation of industrial activity.

This is the verdict of a telegraphic summary of the latest Economic Trends Report submitted by the U.S. Embassy in Brussels.

The high dependence on exports to Germany and the Netherlands makes economic recovery in those countries almost a requirement for internal economic growth in Belgium. Hopes that recovery in those countries would be reflected in Belgium's economy early in 1968 have been somewhat clouded by uncertainties arising from border tax adjustments made by Germany, France and the Netherlands; the U.K.'s devaluation and austerity program, and the U.S. balance of payments program.

The Belgian Government is trying to assess the situation in order to take appropriate measures to stimulate the economy. One helpful element has been the large growth in exports to France (up 13%) and Italy (up 27%).

Short-term prospects for increased U.S. exports to Belgium are not particularly good, chiefly because of low investments and consumption of stocks. As for the long-term, the outlook is for stronger competition for U.S. exports, including the market for agricultural goods.

The full report from which this summary was drawn will be available within three weeks for $1.50 from the Clearinghouse for Federal Scientific and Technical Information, U.S. Dept. of Commerce, Springfield, Va. 22151. Order DIB 68-03-003.

Good crops pace Pakistan

Development plan's growth targets may be reached; foreign exchange shortage hurts

Midway through the 1968 fiscal year Pakistan's chances for achieving its annual economic growth target under the Third Five Year Plan are good, although by no means certain, largely because of a good agricultural outlook. This is the cautiously optimistic tone of the latest Economic Trends Report submitted by the U.S. Embassy in Rawalpindi.

With two good rice crops in East Pakistan during the year, and with good prospects for the spring wheat crop in West Pakistan also showing dramatic increases, agricultural production as a whole could show a growth of more than 6% for the year.

Industrial production has been increasing, but is hampered by lack of sufficient new raw materials and power shortages. Prospects are still good for some increase in output in the second half of fiscal 1968.

With the termination of U.S. grant military programs and in the absence of an alternative source of supply, the Government of Pakistan has to meet substantially increased foreign exchange costs of defense from its own resources, thus further limiting funds which are available for financing industrial and other civilian needs.

Foreign exchange outlays for food imports, failing to obtain sought for levels of aid, increased foreign exchange and rupee spending for defense, and the effort to control domestic inflation, combined to keep public sector development expenditures in the first two years of the Third Five Year Plan substantially below plan targets.

Development drive

In the aftermath of the war, 1966 development expenditure was cut back severely to a level actually slightly less than in the final year of the second plan. A restoration of the development drive took place in fiscal 1967, when development expenditure rose by more than one-third.

For the present fiscal year there is a gross public sector budget of $1,197 million, compared with a Third Plan target of $1,260 million. Although at mid-year it appeared there will be significant shortfalls from the budgeted amount, there will nevertheless be a significant increase in public sector development expenditure compared with the previous years.

Private sector industrial investment is also running well below third plan targets, although increased agricultural inputs are apparently producing a net level of private development expenditure somewhat closer to plan targets. Price increases in the first two years of about 10% on manufactures, now apparently checked, make the physical shortfall in both sectors even greater.

Revised development priorities in April 1967 gave increased emphasis on agriculture, decreased emphasis on projects with long gestation periods, and encourage more intense use of existing capacity. Savings and investment by the private sector are favored, while non-essential consumption, particularly of imported goods, is being discouraged by market mechanisms.

New techniques promoted

As part of its drive to achieve self-sufficiency in foodgrain production, the Government is giving maximum publicity to the much publicized new feed strains for both wheat (Mexipak) and rice (IRRI), fertilizer application, and use of pesticides. An estimated two million acres have been planted to improve varieties of wheat in West Pakistan during the current growing season, and 4,000 tons of IRRI rice seed have been distributed in East Pakistan.

Additionally, a fertilizer distribution program in both wings with a distribution target of 350,000 nutrient tons for the current fiscal year has been undertaken, but may not be reached, since distribution during the first part of the year has not increased to the degree expected.

The December rice crop in East Pakistan, largest of the year, is estimated at up to 10.9 million tons, thus giving an annual increase in rice production of as much as 16%. The spring wheat crop in West Pakistan is expected to be at least five million tons, and if favorable weather continues may even be higher, compared with 4.2 million tons in 1967 and 3.8 million in 1966.

As part of the Government's emphasis on agriculture, several foreign private investment projects in fertilizer production have been encouraged and are under active consideration.

Also being encouraged are other agriculture related investments in seed multiplication, insecticides and pesticides, farm equipment, dairies and milk products, fruit and vegetable canning and preservation, processed cereals, poultry farming, animal feed mixing, fisheries, improvement of hides and skins and leather tanning, and utilization of agricultural wastes.

A significant part of the existing industrial facilities, which were substantially expanded during the Second Five Year Plan, are operating well below rated capacity due to a continuing shortage of raw materials.

New investment in industry is running considerably below the original Third Plan targets; due to a combination of a slower flow of foreign aid than anticipated, the tight money and foreign exchange situation, increased emphasis on agriculture, and the present state of industrial output.

The industrial investment schedule is being restudied in light of revised Third Plan priorities and longer-range Fourth Plan thinking.

While industrial inventories were somewhat restored from post-1965 lows by mid-1967, imports of these items in fiscal 1968 are suffering from continuing tight foreign exchange availabilities, intensified by higher freight surcharges due to closure of the Suez Canal, the sterling devaluation, and the failure of export earnings to grow.

Prices going up

Following a period of relatively stable prices in the Second Plan, substantial price rises occurred in the first two years of the Third Plan, largely because of a rapidly growing money supply combined with short supplies of imported goods and the shortfalls in foodgrain production. Deficit financing has been checked in the 1967 and 1968 fiscal years, and bank credit substantially restrained. The overall wholesale price index, which rose 14% in fiscal 1967, declined by 3% during the first five months of fiscal 1968.

Wholesale prices of manufactures, which rose 10% in fiscal 1967, and of raw materials which rose 3.5%, have been stable or falling this year.

Tight money policies have had a restraining effect on private investment as they have resulted in higher commercial

bank rates and higher cost venture capital in the securities market. Some monetary expansion is now aimed at offsetting this.

To utilize the maximum of available resources for imports of essential consumer needs and industrial raw materials, the Government has continued substantial restrictions on imports of non-essential consumer goods. Absolute bans on some imports, tariffs, and wider use of the bonus voucher system for imports (vouchers earned by exports which give rights to buy free foreign exchange are freely traded and their market prices have been rising) have combined to limit the market in Pakistan for these items.

Imports up 23%

Imports as a whole, however, were 23.3% higher in fiscal 1967 than the previous year, and fiscal 1968 imports (through December) are about 2% higher than the corresponding period last year. The import policy for Jan.-June, which was announced Jan. 12, provides for a reduced licensable list and expanded use of the bonus and combined cash and bonus system for a wide range of commodities. The increased landed costs of these commodities are expected to restrain import demand, and there will have to be some adjustment in prices which Government planners expect will be minimal.

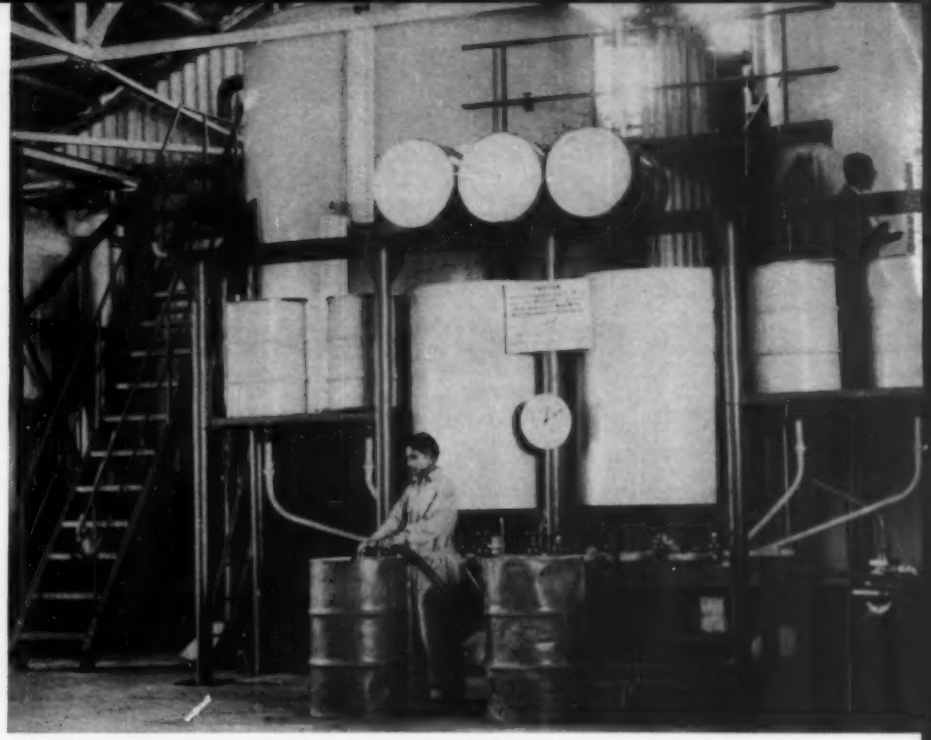
Following export increases of 12.9% in fiscal 1966 and 10.6% in fiscal 1967, exports showed a decline of 8% through July-Dec. 1967. While exports are expected to take an upturn in the last half of the fiscal year, they are likely to show substantially less overall growth than the first two years of the Third Plan. Adjusted incentives to exporters which followed sterling devaluation took the form of dropping export taxes and increasing bonus voucher earnings.

In an effort to maintain the widest sources of international support, Pakistan is maintaining its political and economic ties with Communist China and, at the same time, expanding ties with the communist countries of Europe.

On the economic side this has involved rapid growth in trade with the European communist countries and large increases in the level of aid commitments by them. The aid is mainly for projects which tend to be slow disbursing, although Communist Chinese aid in particular has offered commodity financing.

Concentration of aid on projects does little to alleviate Pakistan's most pressing current foreign exchange problem: unused industrial capacity due to shortages of raw materials.

The new trade policy with communist countries has produced large percentage increases in imports from those countries. However, it has been less effective in increasing Pakistan's total exports, since exports to other developed countries, including the U.S., fell absolutely and as a share of the total. Pakistan's trade with communist countries still is about 10% of total import trade, but now accounts for about one-sixth of exports.



SEVERAL FACTORIES which were finished during the recently-completed Second Five Year Plan are operating well below capacity due to a lack of foreign exchange to buy the needed raw materials. This is the ESSO lubricating oil blending plant at Keamari Terminal, near Karachi.

The U.S. has agreed to supply 1.5 million tons of wheat to Pakistan under PL-480 plus 250,000 tons under an agreement in May 1967 which arrived during the current fiscal year. Additionally Pakistan has bought 200,000 tons under Commodity Credit Corp. (CCC) credit. Total import needs for the year were originally estimated at more than 2.2 million tons and some additional sales are therefore possible, when a later estimate of rice and wheat crops can be made, as both are benefiting from favorable weather.

The Government of Pakistan is giving high priority to fertilizer and pesticides in its import policy, and the U.S. has agreed to provide aid financing for a portion of the requirements. Other items for fiscal 1968 commodity aid financing by the U.S. have yet to be agreed, but in the past the U.S. assistance program has financed substantial quantities of iron and steel products and other industrial raw materials.

With the shift in development emphasis to agriculture, limited aid availability, and the slowdown in industrial investment the immediate market for most U.S. capital goods is diminished. However, good opportunities exist in agriculture-related industries, particularly fertilizer production, pesticide production and solvent extraction plants to produce edible oil.

Furthermore, the Tarbela Dam contract, with an estimated value in excess of $500 million, is expected to be awarded this spring. Regardless of which of the four bidders is awarded the contract, a substantial quantity of U.S. origin equipment is expected to be needed.

With probable continuation of tariff and other restraints on imported non-essential consumer goods by the Government of Pakistan for some years to come, the potential market for U.S. goods of this type remains small.

Non-food and non-luxury consumer goods exported by the U.S. are also not likely to increase in any substantial amounts, since products of comparable quality and competitive prices from closer sources are often available and Pakistan's imports of some of these items are further tied to specific sources under various barter agreements.

British devaluation has also enhanced the U.K.'s competitive advantage in the Pakistani market for a wide range of imported goods.

IN QUEENSLAND

Broad expansion of Australian state's farm, mine, factory, tourist activity quickens economic tempo

Development in Commonwealth's sunshine state is expected to gain momentum; opportunities are seen for sales of capital goods, servicing equipment, consumer items

The economic tempo is quickening in Queensland, Australia's sunshine state, and development in this 667,000 square mile, semitropical-tropical, northeast corner of the continent seems certain to gain momentum.

Australians, especially Queenslanders, have long talked of its potential and what it could, and someday would, mean to the Australian economy. Led by enterprising and energetic state, federal and local government administrations active in planning, promoting, and attracting capital and knowhow, this talk is now becoming a reality.

Queensland's basic economic resources are far from being fully assessed—but they are many and their potential is vast. The state has extensive areas devoted to or suitable for agriculture and grazing, and a climate favorable to such operations. It is rich in minerals. Mild weather, bountiful sunshine, and a long coastline make it attractive as a vacation area.

Some 110 U.S. firms now have subsidiaries, affiliates, or branch offices in the State. Many more are participating in the market through licensing agreements and Australian representatives.

Bulwark of economy

Output from Queensland's farms and ranches—especially beef, sugarcane and wool—traditionally has been the bulwark of its economy, and agricultural production is and undoubtedly will continue expanding. Chemical fertilizers and legumes and grasses such as Townsville lucerne especially developed or adapted for local soil and climatic conditions now are making themselves felt, and both their availability and usage are being expanded and extended.

A spectacular expansion in mining and minerals has been one of the highlights in Queensland's recent development. In 1967, A$128 million (A$1 = US$1.12) program for expansion of facilities at Mount Isa Mines in the northwestern part of the State was completed. The bauxite mining operation at Weipa on the Gulf of Carpentaria also has been expanded and now is one of the world's largest.

Extensive coal mines have been opened up at Moura and Blackwater, roughly 500 miles north of Brisbane, and a tripling or quadrupling of their output within the next ten years is indicated to meet new contract requirements.

Mineral sands mining, mainly for rutile and zircon, is being expanded. Besides supplying the Australian domestic market these operations are becoming major export sources. Now being investigated and studied is what is believed to be a major phosphate rock deposit in the Cloncurry area. Other mineral discoveries seem probable.

New plants and plant expansion have now reached the point where for the first time in the State's history factory production has surpassed agricultural production, and its lead is expected to widen. Much of the secondary industrial growth has resulted from or is related to agricultural and mining development, but it is by no means limited to it. Urban improvement, rural development, tourism, manufacturing, and facilities and services to meet the needs of a growing and increasingly affluent population also are on the upswing. More than A$500 million has been spent on development throughout the state during the past three years.

Projects recently completed or being undertaken is impressive. Among them is the new $A115 million bauxite reduction plant built by Queensland Alumina Ltd. at Gladstone which commenced operation in 1967. Expansion designed to increase its initial 600,000-ton capacity to 900,000 tons of alumina annually is well under way and its eventual further doubling to 1.8 million tons within the next few years is being considered.

Other recently completed plants and projects include two new oil refineries at Brisbane, representing an investment of A$64 million; an automobile assembly plant costing A$16 million; new power dams, A$54 million; expansion and improvement of facilities at Brisbane and other ports, A$16 million; rail, highway and airfield improvements and numerous other undertakings.

Wellington booked solid

The U.S. Embassy in Wellington, New Zealand reports that business travelers to Wellington will have trouble in obtaining hotel reservations for the period from Mar. 26-Apr. 6, due to the SEATO Conference which is due to be held there from Mar. 28-Apr.3.

The Embassy recommends that all travel to the Wellington area be delayed until after the Conference, pointing out that accommodations are often difficult to obtain even in normal times and requests should be made at least one month prior to arrival.

Prime assets for tourism

Queensland's mild climate, its roughly 1300-mile eastern coastline with miles of sandy beaches and the long stretch of the Great Barrier Reef parallel to the coast are prime assets from a tourism standpoint—a fact that is being recognized in concrete terms. Motels in the State have increased from a mere 16 to over 400 in the past ten years. Apartment buildings designed mainly for vacationers on a weekly or monthly basis, trailer parks, and other tourist facilities have been built and more are under construction or contemplated.

The Queensland Gold Coast, roughly 50 miles south of Brisbane, which includes such centers as Southport and Surfers Paradise, is the largest, brightest and most publicized, of the state's vacation areas. Hayman, Lindeman and Brampton Islands offshore from Gladstone and Mackay, and Green Island offshore from Cairns about 1200 miles north of Brisbane, also are well known. All of these and others are growing and improving, and new vacation spots are being planned. Even inland mining towns are becoming tourist conscious and are beginning to provide accommodations and publicize their attractions.

Queensland on-the-move is easiest seen

in Brisbane, the State's capital and largest population center. Over half a dozen major office buildings in the up-to-20 story category have been completed in approximately the past year, giving the mid-city a new look. More such buildings are under construction, modern suburban shopping centers such as the one recently opened at Toombul are being built; these are only part of the improvements being made in this city of 770,000.

The Brisbane city administration (City Council) is under way with a broad new plan to rejuvenate the heart of the city and to extend and improve city services and facilities. Work already is in progress to clear areas for a new city square, one feature of which will be an underground car park for 1000 vehicles, and for access freeways, hotels, department stores, and other high rise buildings.

Will take time

The program is in its early stages and its full realization will require some time. How large the total outlay may be is far from certain but amounts in the order of A$100 million have been mentioned, leaving little doubt that the undertaking is a substantial one.

The foregoing is but a brief sketch of Queensland's resources, progress, and plans, but it is indicative of the economic scene generally and of the pattern of things to come. Investment from abroad, including the United States, has been and is figuring prominently in the State's development and a continued inflow of such investment is being actively sought. Participation by large, reputable overseas companies with capital and know-how, especially those willing to join with Australian partners in joint ventures, is welcomed.

Australians often say that Australia is more like the United States than any other country. There is much to support the validity of such an observation—and much in it connoting the sales possibilities for U.S. products. The United States is Australia's largest single source of imports, and there seems little reason to doubt that the U.S. share of the market can be maintained and expanded, but an energetic, enterprising approach to cultivate it is required. Competition is increasing as a result of Australia's growing industrial capability and the consequent increase in and broadening of the range of items it can supply domestically. Competition from other countries, notably Japan and Britain, also is growing more keen.

Australians are steadily becoming more affluent. More are traveling overseas each year and there is a growing influx of both immigrants and travelers into the country.

This article was prepared by Foreign Service Officers at the U.S. Consulate in Brisbane.

This, together with economic development generally, is being reflected in changes in the market, among them changes in consumer tastes, an elevation of standards, and a growing demand for new and different products, services, and materials.

Queensland's developments in agriculture, mining and minerals, its development industrially and in tourism, and its drive for urban improvement indicate the nature of its economy and the general nature of the market it comprises. Pertinent too, is its size (roughly one-fifth that of the United States) and the inherent distances this involves.

Sydney and Melbourne, the country's two largest industrial centers, are about 620 miles and 1200 miles, respectively, from Brisbane by either road or rail and it is another 1200 miles from Brisbane to Cairns, in the northern part of the State. Consequently domestic freight costs figure importantly in inter-state commerce. Also, while Queensland's 1.7 million people do not comprise an exceptionally large consumer market, its size/population ratio emphasizes the need for large scale, labor saving, efficient machinery and equipment to enable the "king size" operations, developments, and improvements under way and in the offing to be carried out.

Viewed in general, Queensland presents good opportunities for sales of capital equipment, servicing equipment, consumer products, and some raw materials. Pinpointing salable items calls for detailed market surveys and market development. However, heavy construction, roadbuilding, and mining equipment are among the more promising categories.

Others include specialized agricultural and irrigation equipment, machine tools, commercial laundry and dry cleaning equipment, automobile servicing equipment, and electronic and research equipment. Dairy plant, packaging, freight handling, and meatpacking equipment are still others where sales opportunities could very likely be developed.

Modify for weather

With respect to consumer products, Queenslanders' needs and wants are similar to those of Australians generally, and to Americans, modified mainly only by weather considerations—mainly temperature which ranges from a winter low in July of about the low 40-degree mark to a mid-summer high approaching and occasionally exceeding 100 degrees. Most are home owners and "do-it-yourselfers".

Newly developed "hot-from-the-factory" items for or related to the home or family that are in demand by most Americans during the mid-spring to mid-summer period, especially by those living in states such as Florida and Southern California, are likely to have a similar appeal in Queensland throughout the year.

A constant and everchanging flow of such items is offered in department, hardware, and other stores throughout the United States. But many are not to be found in even the generally well stocked

SPECTACULAR EXPANSION IN the mining and minerals industry has been a highlight of Queensland's recent growth. Below, the Mount Isa Mines, where an A$128 million expansion was finished in 1967.

department stores in Queensland or elsewhere in Australia.

The old adage "that opportunity knocks on everyone's door" undoubtedly contains a measure of truth. Certainly the Queensland market offers sales opportunities for many more American products than are reaching it. Another old saying to the effect that "you have to make calls if you are going to get results", however, seems to offer better advice in this instance. For those who cultivate it, Queensland can be a rewarding market.

Queensland, like Australia generally, is on the move and enterprising suppliers can participate in its growth.

Uncertainty plagues Swedish economy as slowdown persists

German pause, U.K. devaluation, U.S. balance of payments program all add to continued sluggishness

With the predicted business upturn six months overdue, the Swedish economy is being plagued by increasing uncertainty.

According to a telegraphic summary of the latest Economic Trends Report submitted by the U.S. Embassy in Stockholm, the chief reasons for the continued sluggishness are the unexpectedly slow recovery of the important German market, the effects of the devaluation of the pound which have not yet fully been felt, and the new uncertainties introduced by the American balance of payments program.

Swedish order books are currently rather small, delivery periods are shorter, and inventories are increasing.

Caught between the need for a restrictive economic policy to deal with the international situation resulting from a balance of payments deficit, and the need for an expansionary policy to combat a minor recession and growing unemployment at home, Swedish authorities have decided to follow a tight economic policy combined with special measures aimed at stimulating industrial investments and curbing unemployment.

The discount rate was raised by the unusual amount of a full 1% on Dec., up to 6%. At the same time, however, the Government is turning back to private companies investment funds previously held in blocked accounts of the Central Bank, with the stipulation that the companies match these funds and use them for specified investments in plant machinery and equipment purchased before Apr. 1.

In the budget presented to Parliament on Jan. 11 for the fiscal year beginning next July 1, the Government requests an immediate tax break amounting to 5% of purchase price for industrial machinery acquired in the 1968 calendar year. The budget also asks that the current sales tax of 11% be replaced by a value added tax of the same amount, to be effective Jan. 1, 1969, and a 1% payroll tax to go into effect at the same time.

These three tax measures are expected to favor capital intensive industries such as chemicals, engineering and iron and steel, and hurt labor intensive industries such as the construction and service industries.

The Government is also asking for increased appropriations for its domestic development bank and regional development program, both of which will probably be used to assist shipyards, forest industry products, mergers, and amalgamations, all with the dual purpose of increasing productivity to make exports more competitive and combat unemployment.

If the Government's predicted growth in gross national product (GNP) of 3.5% in 1968 is to be achieved, it will probably come only after a general European rally, and be realized largely in the second half-year when various measures of the new budget have gone into effect.

Output levels off

Industrial production is leveling off at a fairly high level, private investment is at a standstill, and public investments are up considerably. The consumer price index rose 4.3% in 1967, somewhat less than in the previous two years, and there will probably be even less increase in 1968. The wholesale price index was up very little.

Wage costs, which rose about 10% in each of the past two years, are expected to increase about 7% in 1968.

Vigorous Government moves designed to bring greater efficiency, rationalizations, and mergers offer increased trade opportunities to American businessmen. Cost reducing and labor-saving equipment and designs will be in increased demand.

The greatest sales potential seems to be in: plant machinery, particularly for forestry; computers; business machines; materials handling equipment; scientific and research equipment, and leisure goods.

Copies of the full report from which this summary was drawn will be available for $1.50 apiece within three weeks from the Clearinghouse for Federal Scientific and Technical Information, U.S. Dept. of Commerce, Springfield, Va. 22151. Order DIB 68-03-005.

Kenya's growing economy is facing several challenges

Coffee disease, U.K. devaluation may hamper balance of payments

Kenya's growth rate slowed down slightly in 1967, but the country continued to make steady progress in diversifying its agriculture, expanding its industries, developing the tourist industry, and achieving financial self-reliance and regional cooperation.

This is the general tone of a telegraphic summary of the latest Economic Trends Report submitted by the U.S. Embassy in Nairobi.

Although Kenya's development potential remains impressive, its economy will face several challenges in coming months, which will subject its resilience to stern tests. Coffee, the prime earner of foreign exchange, is headed for a very bad year due to an attack of coffee berry disease. The drop in coffee output, together with the adverse affects of sterling devaluation, may create balance of payments difficulties for Kenya.

The new East African Community holds great promise for the future, but Kenya's trade with fellow-members Tanzania and Uganda will probably suffer in the short run. Kenya's accelerated Africanization program may provide additional stresses and strains.

The United States, which ranks fourth as a supplier to Kenya, faces stiffer British competition due to the sterling devaluation.

The East African Community should also stimulate additional openings for U.S. investment in Kenya, despite the present uncertainties in that nation's economy.

Copies of the full report from which this summary was drawn will be available for $1.50 apiece within three weeks from the Clearinghouse for Federal Scientific and Technical Information, U.S. Dept. of Commerce, Springfield, Va. 22151. Order DIB 68-03-004.

Investment Opportunities

Mandatory controls providing a limited basis for continued U.S. direct investment overseas were initiated by the President on Jan. 1 as part of a broad program to improve the U.S. balance of payments. The Jan. 8 issue of INTERNATIONAL COMMERCE contains a summary explanation of the investment control program.

To ascertain whether they are subject to investment controls, and to insure their compliance with them, investors should consult the text of the Foreign Direct Investment Regulations, published in the Federal Register for Jan. 3, available from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402. An office has been set up to administer the program. Address: Director, Office of Foreign Direct Investments, U.S. Department of Commerce, Washington, D.C. 20230.

The Investment Opportunities section continues as an informational service for U.S. investors operating within the scope of the mandatory investment regulations. Opportunities listed in this section include licensing and joint venture proposals.

Firms responding to investment opportunities may wish to inform the Bureau of International Commerce of their action, for follow-up assistance where appropriate. This will insure receipt of additional information as it becomes available.

A (*) following the name of the foreign firm indicates that additional information is available by writing the Department of Commerce (BIC-876), Washington, D.C. 20230.

WTD indicates that a World Trade Directory report containing financial and business background information on the foreign firm is available for $2 from the Department of Commerce (BIC-924), Washington, D.C. 20230.

For general assistance to firms interested in joint ventures or licensing agreements abroad **telephone:** 202-967-3786 or **write:** Department of Commerce (BIC-878), Washington, D.C. 20230.

Two Cyprus firms seek joint ventures

Two Cypriot companies seek collaboration agreements with U.S. firms to expand their operations. The fields of interest include the production of food processing equipment, building and construction machinery, and the exploitation of certain asbestos mining properties.

• A dynamic Cypriot manufacturer of agricultural machinery and food processing equipment seeks a joint venture to expand its production facilities to undertake the manufacture of additional machinery. This would include juice extraction equipment for citrus, grapes, tomatoes and carrots, machinery for processing other fresh fruits and vegetables, and such agricultural implements as potato and tobacco planting machinery and grain sorters. The firm is also interested in making building and construction machinery. Plans call for marketing the equipment throughout the Middle East.

A U.S. participant is asked to contribute technical know-how and an undetermined amount of capital. The Cypriot company is prepared to grant a U.S. partner up to 49% equity in the proposed venture.

Write: Cronos Machines Ltd., Saint Joannis Industrial Area, P.O. B. 299, Famagusta, Cyprus. WTD.

• A recently established Cypriot firm seeks a collaborative business arrangement with a U.S. mining company for the exploitation of certain asbestos mining properties in Cyprus. Headed by an experienced mining engineer, the company has completed technical studies supporting the commercial feasibility of developing the properties.

It has been estimated that $3.6 million will be required. Any form of collaboration will be considered ranging from a long-term loan or mineral marketing agreement, to equity participation in the newly formed company.

Interested U.S. mining companies are invited to **write:** Cytechno Ltd., P.O. B. 2256, Nicosia, Cyprus.*

Israeli firm seeks license for laboratory equipment

A manufacturer and importer of laboratory equipment seeks a license to make additional products in this field. The Israeli firm is interested in the production of equipment for testing soil, asphalt and water; ovens and incubators; hospital and medical equipment and accessories; and instruments for use in teaching nature and physics in schools and colleges.

Write: Raphael Levy—Laboratory Equipment, 9-Frishman St., Tel Aviv, Israel. WTD.

India's Mysore State invites U.S. investors

Certain concessions will be extended to new industries

U.S. firms contemplating investment in India are invited to investigate the advantages of establishing operations in Mysore through collaborative ventures with the government of this State.

In an effort to attract additional foreign and domestic industries, Mysore State Government officials have emphasized the availability of adequate electric power and a large labor supply in their area. They have also indicated that certain concessions would be extended to new industries, such as reduction in state industrial and sales taxes for the first two years of operation, elimination of the water tax for the same period and grants of land for plant sites under advantageous conditions. It should be noted, however, that the Mysore State Government would insist that local labor be employed in such industries.

It is reported that a number of Indian companies have already applied for industrial licenses to establish plants in Mysore. These include manufacturers of cold rolled strips, sugar, iron ore pellets, electric lamps, aluminum tubing and P.V.C. footwear.

U.S. firms interested in obtaining further information about the advantages of locating in Mysore should **write:** Director, Mysore State Industrial Investment and Development Corp., Ltd., Government of Mysore, Bangalore, India.

Honduran firm wants license to make talcum powder

A Tegucigalpa company seeks a license or joint venture with an experienced U.S. firm to manufacture cosmetic talcum powder. The talcum powder would be packaged in metal containers and distributed throughout Central America.

The firm claims to have made a study of the cosmetic talcum powder market and asserts that the product can be manufactured and distributed profitably in Central America.

Write: Distribuidora Odesa, 7a Avenue 113 Calle Bolivar, Tegucigalpa, Honduras. WTD.

Two British firms want U.S. licenses to make valves

Two British manufacturers are interested in licensing agreements to make industrial valves.

For additional information about these opportunities, U.S. firms should correspond directly with the British manufacturers at the addresses given.

- A prominent manufacturer of equipment for the aircraft, automobile and railroad industries seeks a license to manufacture flow control valves and related products.

The firm has 2,000 employees and annual sales are reported to be in excess of $14.5 million.

Write: Laycock Engineering Ltd., Archer Road, Millhouses, Sheffield, Yorkshire, England. WTD.

- A well known manufacturer of railway rolling stock and road vehicles is interested in a licensing arrangement for the manufacture and distribution of stainless steel industrial valves. The company's market research reports indicate a good market for such valves in the United Kingdom.

The Birmingham firm was established in 1910 and has 1,700 employees.

Write: Metropolitan-Cammell Ltd., P.O. Box 248, Washwood Heath, Birmingham, Warwickshire, England. WTD.

Dutch firm seeks license to make variety of products

A prominent coal mining company in the Netherlands which has diversified considerably in recent years is seeking licensing arrangements for the production of the following items: metal products, hardware; handtools, small mechanical appliances; small engines, compressors, pumps; air-conditioning, heating and ventilating equipment; building machinery (especially mason machines and panel building for bricks); materials handling equipment; agricultural and garden machinery; pneumatic and hydraulic handtools; valves, gears, couplings; and toys.

Write: N. V. Laura & Vereeniging, 28 Torenstraat, Eygelshoven, The Netherlands. WTD.

Latin export promotion center is another step toward unity

More of the goals set down at Punta del Este last April are beginning to take shape. On Jan. 19, the Inter-American Economic and Social Council approved statutes establishing the Inter-American Export Promotion Center, to be located in Bogota, Colombia.

The Center, visualized in the Declaration of the Presidents, will promote expansion and diversification of all nontraditional products, giving special emphasis to exports of manufactures and semi-manufactures. National promotion agencies will be established in countries where they do not now exist and contributions will be made to those currently in operation.

To aid the many Latin American entrepreneurs lacking previous export experience, the Center will provide technical assistance, conduct market research programs, and disseminate information in the principal languages of the region.

Contributions from OAS members will represent the major source of financing, with initial governmental contributions totaling over $750,000. The OAS will also provide a temporary allotment from the Special Fund for Development Assistance.

The Center, expected to begin operations in mid-1968, will initially focus its promotional activities on Western Europe and North America.

Diversified Swiss firm seeks U.S. licenses

A large holding company with affiliated firms engaged in textile finishing, manufacture of electronic components and chemical products, production of textured yarns, knitwear and plastics seeks licenses.

The Swiss firm also operates a research and development institute specializing in radiation, isotope utilization and fiber technology.

An executive of the firm plans to visit the U.S. in the latter part of February. For complete details of his itinerary see page 32 of this issue. For further information write Heberlein & Co., AG, Licensing Division, Wattwil, Switzerland. WTD.

License requirement dropped for Indian tractor, tiller output; tiremaking ban lifted

An industrial license is no longer required for establishment or expansion of agricultural tractor and power tiller ventures to India. Prior to the Jan. 15 action these industries were regulated under the Industries (Development and Regulation) Act and both the tractor and tiller industries were included among those "in respect of which applications may ordinarily be rejected."

Import of necessary capital goods and components will be subject to foreign exchange allocations. Also, Government approval is still required for foreign collaboration in such ventures.

Demand for tractors is expected to rise to 40,000 and for power tillers to 60,000 by 1971. The annual productive capacity for tractors is estimated at 30,000. Domestic production of power tillers began in 1965.

A further liberalization of Indian industrial policy has been the recent decision to lift the ban on the licensing of expansions and new ventures in the automobile tire and tube industry. The Ministry of Industrial Development has announced that this action was prompted by the wish to encourage greater production to meet the growing demand of the automobile industry. Installed annual capacity in India for automobile tire manufacture is about 2.8 million.

Ireland announces switch to metric system by 1975; decimal currency planned

The Government of Ireland has indicated that the greater part of Irish industry will have converted to the metric system by 1975, the same year Britain hopes to have completed the changeover.

The Government intends to promote this move by seeking tenders in metric terms and encouraging other public authorities to do likewise.

In due course, weights and measures referred to in various regulations and the standards issued by the Institute for Industrial Research and Standards will be in metric terms. A greater emphasis will also be placed on the use of the metric system in education. The shift to the metric system was announced in an official Government statement which was released on Jan. 12.

Ireland hopes to convert to decimal currency by February 1971, but the basic unit has not yet been chosen.

Hong Kong clarifies issuance of tenders

U.S. firms are asked to register with Crown agents to qualify

The Hong Kong Government Stores Department has clarified its position regarding the issuance of tenders.

Many of the tenders issued by the Department are issued to a selected list of potential firms who have pre-registered for the purpose. However, some of its tenders invite public participation; those issued in Hong Kong by the Stores Department are effectively limited to firms domiciled in Hong Kong, including agents of overseas firms.

Potential U.S. suppliers thus may participate in Hong Kong Government tenders by submitting offers through their Hong Kong agents.

The Department of Commerce will continue to publish tenders submitted by the Consulate on a selected basis, so that U.S. principals may remind their Hong Kong agents to submit bids; these local agents should also be reminded to register in advance with the Stores Department so that they may be included in selective bid invitations.

A number of invitations are also called on behalf of the Hong Kong Government by the Crown Agents, which have a Washington office.

U.S. firms not represented in Hong Kong and wishing to sell to the Hong Kong Government should register with the Crown Agents, either in Washington or London, so that they may participate in at least some of the tenders issued by the Hong Kong Government.

The London address of the Crown Agents is: The Crown Agents for Overseas Governments and Administrations, 4 Millbank, London, S.W.1, England.

Yugoslavia begins construction of new international airport

In mid-January work was begun on a major new international airport on the island of Krk which will service Rijeka, the Opatija riviera, and other cities in the Kvarner Bay area of Yugoslavia.

Scheduled to begin limited operations in April 1969, the Krk facilities will give added impetus to tourism in this already booming area.

When completed in early 1970, the airport will be capable of handling international jet traffic of all sorts. The entire project will cost 70 million new dinars (U.S. $5.6 million) and will include construction of a bridge linking Krk with the mainland.

Krk will be the third full-time international civil airport along Yugoslavia's Adriatic Coast, the others are Dubrovnik and Split. Its construction represents a significant step forward in the development of civil air facilities in Yugoslavia's coastal regions.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-924, U.S. Department of Commerce, Rm. 6059. Telephone: 202-967-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

203 Canning, preserving foods

NETHERLANDS—Canned seafoods, shrimps, nuts, snacks, fruits, fruit juices, vegetables. Direct purchase and agency. Exclusive representation for the Netherlands, W. Germany. S. Tattersall (wholesaler, importer, sales agent), 48a Noorderhagen (P.O. Box 46), Enschede. WTD 1/68.

208 Beverage industries

ITALY—Bourbon whiskey. C.I.R.E. (importer), Via Silvio Pellico 6, 20121 Milano. WTD 10/67.

221 Broad woven fabric mills, cotton

FRANCE—Cotton broad woven goods: draperies, drapery fabrics, related textile mill products. Agency and direct purchase. Labadie-Dassibat & Cie. (dealer), 18 Quai Galuperie 64- Bayonne, Basses-Pyrenees. WTD 1/68.

UGANDA—Cotton fabrics, piece goods. Overseas Drapers (importer, wholesaler, retailer), P.O. Box 1754, Kampala. WTD 1/68.

Upholstery, curtain fabrics, cotton. Vallenders Ltd. (importer, retailer, wholesaler), P.O. Box 3295, Kampala. WTD 4/67.

222 Broad woven fabric mills, manmade fiber, silk

UGANDA—Upholstery, curtain fabrics; silk, synthetic fibers. Vallenders Ltd. (importer, retailer, wholesaler), P.O. Box 3295, Kampala. WTD 4/67.

Synthetic, silken fabrics, piece goods. Over-

seas Drapers (importer, wholesaler, retailer), P.O. Box 1754, Kampala. WTD 1/68.

223 Broad woven fabric mills, wool

UGANDA—Upholstery fabrics, wool. Vallenders Ltd. (importer, retailer, wholesaler), P.O. Box 3295, Kampala. WTD 4/67.

225 Knitting mills, products

UGANDA—Jerseys, sweaters for men, women, children. Direct purchase and agency. Mukubira & Sons Ltd. (importer, retailer), P.O. Box 304, Kampala. WTD 1/68.

226 Dyeing, finishing, textiles

UGANDA—Cotton, synthetic, silken piece goods. Direct purchase and agency. Mukubira & Sons Ltd. (importer, retailer), P.O. Box 304, Kampala. WTD 1/68.

228 Yarn, thread mills, products

NETHERLANDS—Synthetic textured yarns for textile industry; staple fibers for spinning mills. Direct purchase and exclusive representation for The Netherlands, W. Germany. S. Tattersall (wholesaler, importer, sales agent, exporter), 48a Noorderhagen (P.O. Box 46), Enschede. WTD 1/68.

231 Men's, youths', boys' suits, coats, overcoats

UGANDA—Coats, formal jackets, overcoats, light suits for men, youths. Direct purchase and agency. Overseas Drapers (importer, wholesaler, retailer), P.O. Box 1754, Kampala. WTD 1/68.

232 Men's, youths', boys' furnishings, work clothing

UGANDA—Pajamas, shirts including sports, T-shirts; underwear, neckties, bowties, scarfs, slacks, separate trousers for men, youths. Direct purchase and agency. Overseas Drapers (importer, wholesaler, retailer), P.O. Box 1754, Kampala. WTD 1/68.

234 Women's, misses', children's infants' under garments

UGANDA—Nightwear, pajamas, panties, underwear, brassieres, corsets, allied garments for women, misses, children, infants. Direct purchase and agency. Mukubira & Sons Ltd. (importer, retaler), P.O. Box 304, Kampala. WTD 1/68.

263 Paperboard mills, products

ITALY—Kraft liner board, 8,000 tons annually. Cartopiave S.p.A. (manufacturer), Via Nazionale, P.O. Box 133, Ponte della Priula, Susegana (Treviso). WTD 3/67.

281 Industrial chemicals

NETHERLANDS—Dyestuffs for textile industry. Direct purchase and exclusive representation for The Netherlands, W. Germany. S. Tattersall (wholesaler, importer, sales agent, exporter), 48a Noorderhagen (P.O. Box 46), Enschede. WTD 1/68.

YUGOSLAVIA—Plasticizers (plastic mass hardening at 60-70° C); one kilogram sample requested with offer. Dr. Zotovic and Ing. Gavrilovic, Zavod za ortopedsku protetiku (medical institution), Beograd / Vojvode Putnika 7. WTD in preparation.

282 Synthetic materials

BELGIUM—Synthetic rubber, non-woven fibers, for shoe uppers for finishing in Belgium. Tannerie Masure Dhalluin Fils S.A. (manufacturer), 40 Rue de la Gare, Estaimbourg. WTD 1/68.

ITALY—Cellulose acetate; polypropylene; polyethylene; polystyrene resins. Eurochem International, S.p.A. (commission agent), Via Albricci 9, Milan. WTD 12/67.

283 Drugs

GREECE—Pharmaceutical preparations for human use, proprietary medicines. Exclusive distribution. C.i.f. Piraeus price quotations. Requests replies in French. Basil Kylikas—"Med-Hel" Labs. (manufacturer, importer, distributor), 6 Epidavrou St., N. Halandri, Athens. WTD 12/67.

285 Paints, varnishes, lacquers, enamels

PANAMA—Reflective street paints. Cia. Atlas, S. A. (importer, wholesaler, agent), P.O. Box 4496, Panama. WTD 4/67.

306 Fabricated rubber products

UGANDA—Rubber, rubber coated upholstery fabrics for furniture; upholstery, latex foam rubber. Vallenders Ltd. (importer, wholesaler, retailer), P.O. Box 3295, Kampala. WTD 4/67.

317 Handbags, personal leather goods

UGANDA—Women's handbags, purses of all materials except precious metal. Direct purchase and agency. Mukubira & Sons Ltd. (importer, retailer), P.O. Box 304, Kampala. WTD 1/68.

322 Glass, glassware

TUNISIA—Table glassware. Direct purchase and agency. Requests replies in French. Magasin General (importer, retailer, exporter), 18—24, Ave. de France, Tunis. WTD 1/68.

323 Glass products

AUSTRALIA—Laboratory glassware used by steel industry. W. E. Koenig Pty. Ltd. (distributor, importer), P.O. Box 180, Wollongong, N.S.W. 2500. WTD 12/67.

325 Structural clay products

AUSTRALIA—Bentonite. W. E. Koenig Pty. Ltd. (distributor, importer), P.O. Box 180, Wollongong, N.S.W. 2500. WTD 12/67.

329 Abrasive, asbestos, nonmetallic mineral products

AUSTRALIA—Aluminous cement. W. E. Koenig Pty. Ltd. (distributor, importer), P.O. Box 180, Wollongong, N.S.W. 2500. WTD 12/67.

331 Steel mill products

BELGIUM—Second hand steel sheet piles, 77 ft. long; 2,350,000 tons. Specifications or similar: Belval B-Z-4N; Larssen 4N-4S-5; Froddingham No. 4; Hoesch No. 4. Locamat (importer), 282 Rue du Noyer, Brussels. WTD 1/68.

● **CEYLON**—Pipe, galv., about 18,000 ft., size range 15 to 50 mm dia. Tender No. HO/Q/325, bid deadline Feb. 22. The Chief Supplies Officer, State Engineering Corp. of Ceylon, 48 Sri Jinaratne Road, Colombo 2.★ (Telephone: 202-967-2363).

344 Fabricated structural metal products

● **BURMA**—Supply, erection and supervision of extension for YWAMA Steam Power Station. Bid deadline Mar. 7, Tender No. 7/T/EL-ESB/67-68. Documents may be obtained at $11.00 (certified check) each, payable to the American Embassy, Rangoon, from the Office of Stores, Electricity Supply Board, Ahlone/Strand Road, Rangoon.

● Supply two complete sets of steam generators with oil fired boilers, 6,000 kw capacity, 6.3 kv, three phase 50 c.p.s. frequency and 688 amperes.

Bid deadline is Feb. 28. Correspondence preferred in English and addressed to the Executive Director, Industrial Development Corp., 192, Kaba-aye Pagodado Road, Rangoon, Burma.★ (Telephone: 202-967-4241).

● **CEYLON**—The Government of Ceylon invites bids for the supply of 1,649 channel and angle steel beams of various sizes. Bid deadline is Feb. 21. Tender documents are available from the Building Materials and Construction Industries Division, BDSA-564, Room 4014, U.S. Department of Commerce, Washington, D.C. 20230 (Telephone: 202-967-3602.)

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subisidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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346 Metal stampings

NETHERLANDS—Art, decorative, novelty household goods such as plates, ash trays, vases, cigar, cigarette boxes. Mass-produced products made of copper-base alloys, brass, pewter or other metals. Direct purchase and exclusive representation. Hoornsche Metaalwarenfabriek v/h G. Scholten (manufacturer, importer, exporter), 7-9 Nieuwstraat or P.O. Box 26, Hoorn. WTD 1/68.

348 Fabricated wire products

THAILAND—Wire in color coating for use in manufacture of paper clips. C.i.f. prices, samples requested. Direct purchase and agency. Nan Kuo Co., Ltd. (importer, wholesaler), 368/1-3 Rama 4 Rd., Bangkok. WTD 12/66.

352 Farm machinery

NETHERLANDS—Egg and vegetable grading, sorting machinery. Direct purchase and agency for Common Market, EFTA countries. N. V. Apparatenbouw Moba (manufacturer, distributor, exporter), 105 Amersfoortsestraatweg, Soesterberg. Attn.: Mr. W. B. Schuil. WTD 1/68.

353 Construction, mining, materials handling machinery, equipment

● **BURMA**—Fifty wheel type tractor-loaders, hydraulic operated, approximately 100-140 hp. diesel, lift capacity with loc tongs 5 metric tons to height of 11 ft., winch capacity of 20,000 to 30,000 lb. Tender No. CE7(T)MCY/STB/67-68. Bid deadline Mar. 4. Chief Engineer, State Timber Board, Ahlone, Rangoon.★ (Telephone: 202-967-5666).

● Two "gradall" excavators, 3 cu. yd. bucket, crawler mounted, diesel powered; fifty-nine dump truck units of 5-7 ton capacity, diesel powered; ten water wagons with 1000 imperial gallon tanks, truck mounted, diesel powered. Tender No. 57-59(T)MCY/IRR/67-68. Bid deadline Feb. 20. The Chief Engineer, Irrigation Dept., Burma, 9/21/ Strand Road, Rangoon.★ (Telephone: 202-967-5566).

354 Metalworking machinery

GERMANY—Metalcutting machine tools, specialty chip detaching. Direct purchase and agency. Guenther W. Rieche (sales agent, wholesaler, importer, exporter), 6078 Neu Isenberg, Hermannstr. 54. WTD 3/67.

Chucks, chuck holding devices, equipment. C.i.f. European ports. Direct purchase and agency. Rudolf Buschmann (manufacturer, exporter), 127 Velbertstr., 5606 Toenisheide/ Rhld. WTD 12/67.

NETHERLANDS—Automotive maintenance equipment such as wheel balancers, compressors. Direct purchase and exclusive representation for Benelux countries. Louis Nagel & Co. N.V. (importer, distributor), P. Calandweg 2, P.O. Box 182, Arnhem. WTD 1/68.

SWEDEN—Metal cutting, forming machine tools. Agency and direct purchase. Svenska Maskinaffaren AB (agent, distributor), Postgatan 3, Varnamo. WTD 1/68.

355 Special industry machinery

NETHERLANDS—All kinds of modern woodworking machinery, equipment for mass production only of automated items in connection with this equipment for veneer plywood, particle board, door, window manufacture, parquetry, furniture, kitchen manufacture, planing mills, waste utilization, preservation, modern finishing methods. All kinds of modern plastics working machinery, particularly for packaging machines; bottle blow molders, vacuum forming, cardboard box and combination box and filing stations; special, unique type commodities for efficient mass production, no small equipment for retail stores; automated items in connection with this equipment. Direct purchase, representation or manufacture under license for Benelux countries. Van Reitschoten & Houwens, Technische Maatschappij Houtbewerking N.V. (manufacturer, importer, distributor, exporter), 469-479 Westzeedijk, Rotterdam. WTD 1/68 under Internatio.

Shoe box forming machines which automatically register, prefold, glue and form shoe boxes. Not interested in box stapling machines. Jac. van den Assem N.V. (manufacturer, importer, distributor, exporter, agent), 16 Gasthuisstraat, P.O. Box 3, Kaatsheuvel, (N.B.) WTD 1/68.

Choice of language

Some people—about seven-eighths of them—just do not understand English.

So when you answer an advertiser in these pages who requests replies in his own language oblige him *and* yourself.

Ask the Department of Commerce Field Office for advice.

Poultry grading machinery, fish fillet graders. Direct purchase and agency for Common Market, EFTA countries. N. V. Apparatenbouw Moba (manufacturer, distributor, importer), 105 Amersfoorsestraatweg, Soesterberg. Attn.: Mr. W. P. Schuil. WTD 1/68.

YUGOSLAVIA—Complete fully automatic line for lithography and varnishing of tin plates. Mr. Matejic, Rudnap, Export-Import (importer), Belgrade/Vuka Karadzica 6. WTD 11/67.

356 General industrial machinery

NETHERLANDS—Air purification equipment, including filters, ducts for perimeter, other systems, for installation in large buildings. Direct purchase and/or licensing/assembly arrangement. Starako Constructiefabriek N.V. (manufacturer, installer, exporter), 27 Wilhelminakanaal-Oost, or P.O. Box 10, Oosterhout, (N.B.). WTD 1/68.

YUGOSLAVIA—Hydraulic rotary pumps, oil viscosity 10-20 SAE, pressures 100-120 atmospheres, geared; rotary compressors, air/gas, 2,000-2,500 rpm, motor 4-5 W. Dr. Zotovic and Eng. Gavrilovic, Zavod za ortopedsku protetiku (medical institution), Beograd/ Vojvode Putnika 7. WTD in preparation.

357 Office, computing, accounting machines

FRANCE—Modern office equipment, accessories; calculators, desk adding machines; data recorders; dispensers; filing systems; duplicators, copying machines; staplers; general office supplies, related products. Descriptive literature, price lists requested. Direct purchase and agency. Tissot (Ets. E.) (dealer), Allee de Bellefontaine; 31- Toulouse, Haute-Garonne. WTD 1/68.

358 Service industry machines

● **CHILE**—Supply of complete air-conditioning units, including auxiliary equipment and accessories, for installation at the Pudahuel international airport. The bid deadline is Feb. 20. Bidders must be legally represented in Chile. Specifications in Spanish. Direccion General de Obras Publicas, Morande 59, 3er. piso, Santiago.

NETHERLANDS—Airconditioning equipment, including combination heating, cooling units, preferably gas-fired; humidifiers and dehumidifiers, filters, air ducts for perimeter, other systems for installation in large buildings. Direct purchase and/or licensing/assembly arrangement. Starako Constructiefabriek N.V. (manufacturer, installer, exporter), 27 Wilhelminakanaal-Oost, or P.O. Box 10, Oosterhout, (N.B.) WTD 1/68.

367 Electronic components, accessories

YUGOSLAVIA—Transistors (silicon) for micrologic circuits. Catalog requested with offer. Dr. Zotovic and Eng. Gavrilovic, Zavod za ortopedsku protetiku (medical institution), Beograd/Vojvode Putnika 7. WTD in preparation.

371 Motor vehicles, motor vehicle equipment

GREECE—Parts and accessories for trucks, other army motor vehicles (non-combat). Requests c.i.f.-Piraeus price quotations. Direct purchase and agency. E.M.A. Ltd. (importer, distributor, retailer, sales agent), 4 Marni St., Athens 103. WTD 12/67.

NETHERLANDS—Axle spare parts, motor vehicle transmissions, related products for distribution to European, African countries. Direct purchase and agency. United Traders N.V. (importer, exporter, agent, distributor), Calandstraat 66, Rotterdam. WTD 1/68.

SWITZERLAND—Automotive accessories for passenger cars, all kinds. Direct purchase and agency. Autonova GmbH (manufacturer, importer, distributor), Niklausstrasse 12, 8006 Zurich. WTD 1/68.

TRUCIAL STATES—Used and reconditioned standard American pick-ups, trucks, dump trucks. The Seven States Co. (importer, retailer, wholesaler), P.O. Box 1109, Dubai. WTD 12/67.

372 Aircraft, parts

AUSTRALIA—Aircraft electrical equipment including meters, special relays, voltage and frequency protective devices, alarm equipment. Direct purchase and agency. Jones & Rickard Pty. Ltd. (manufacturing engineers), 869-873 Dowling St., Waterloo, N.S.W. 2017. WTD 11/67.

374 Railroad equipment

● **CEYLON**—Supply of air conditioned five coach articulated diesel train units and air conditioning units for five coaches. Tender No. (none) bid deadline Mar. 22. Chairman, Tender Board, Ministry of Communications, 4th Floor, Ceylinco House, Colombo 1, Ceylon. A tender deposit of Rs 1, 250/- (which includes a non-refundable fee of Rs 250/-) is necessary. (U.S. $1 = Rs 5.91).

Payment by Letter of Credit established with the Agent of the Bank of Ceylon People's Bank. A copy of the tender documents, specifications and drawings is available, for review only, in Room 4314, Transportation Equipment Division, BDSA-596, Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-4816).

381 Engineering, laboratory, scientific, research instruments

AUSTRALIA—Laboratory equipment used by steel industry. W. E. Koenig Pty. Ltd. (distributor, importer), P.O. Box 180, Wollongong, N.S.W. 2500. WTD 12/67.

● **THAILAND**—Supply of geological survey and laboratory equipment including blowers, petrographic microscope, stereomicroscopes, seismograph, depth sounder and fathometer, set of rock mechanic laboratory equipment, truck with pole derrick, X-ray diffraction equipment, etc. Tender No. MK-1-24, bid deadline Feb. 28. Invitation submitted by and specifications available from The Royal Irrigation Dept., Samsen Rd., Bangkok.

382 Instruments for measuring, controlling, indicating physical characteristics

● **KUWAIT**—Supply of precision instruments and control equipment for the Third Power Station at Shuaiba. Tender No. MEW/ 22/2/149-67/68, bid deadline Mar. 17. Invitation submitted by and tender documents available from the Central Tender Board, Ministry of Electricity and Water, State of Kuwait.

386 Photographic equipment

● **THAILAND**—Supply of cameras, slide projectors, projection screens, accessories for plan printing and dry developing machine, and related equipment and accessories. Tender No.

MK-1-26, bid deadline Feb. 28. Invitation submitted by and specifications available from The Royal Irrigation Department, Samsen Road, Bangkok.

391 Jewelry, silverware, plated ware

NETHERLANDS—Art, decorative, novelty household goods such as plates, dishes, ash trays, cigar, cigarette boxes, cocktail shakers, ice buckets, toilet sets, candlesticks. Mass-produced products made of silver, silver plated, nickel silver, or other metals. Direct purchase and exclusive representation. Hoornsche Metaalwarenfabriek v/h G. Scholten (manufacturer, importer, exporter), 7-9 Nieuwstraat or: P.O. Box 26, Hoorn. WTD 1/68.

Ceylon seeks bid on steel wire rope, Manila rope

The Chief Supplies Office, State Engineering Corp. of Ceylon, 48 Sri Jinaratne Road, Colombo 2, has asked for bids by Feb. 23 on 40,800 foot. of steel wire rope, sizes ¼" to 1⅛" dia., and 4,000 ft. of manila rope, sizes ½" to 1½".

A copy of the tender documents is available from the Iron and Steel Division, BDSA 642, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-2363.

Leads for Importers

Commodities are offered direct unless specified

142 Crushed, broken stone

MALAYSIA—Alkaline rocks or limestones. Sharikat Mahawangsa (sales/indent agent, exporter), Kwong Yik Bank Bldg., Jalan Bandar, Kuala Lumpur. WTD 6/67.

314 Footwear, except rubber

FRANCE—Footwear, principally leather shoes of all categories for men, women, children, including dress, classic articles. Wholesale exportation, direct or through agents. Heyraud (Manufacture de Chaussures) (manufacturer, wholesaler, exporter), 39 Ave. Garibaldi; 87-Limoges, Haute-Vienne. WTD 1/68.

PHILIPPINES—Women's, children's shoes of leather, novelty materials. Up to 10,000 pairs per month. Mr. Macario M. Manalo, General Manager, Reyman Shoe Co. (manufacturer, wholesaler), Pateros, Rizal. WTD in preparation.

362 Electrical industrial apparatus

ISRAEL—SCR controlled adjustable speed drives for D.C. motors, 1/16-5 hp; very wide speed range; excellent speed regulation. Tel-Rad Consolidated Telephone & Radio Co., Ltd. (manufacturers), P.O. Box 50, Lod. WTD 4/67.

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

208 Beverage industries

ISRAEL—Food additives, fine chemicals for food industry. Sole distributor. Max Grossmann (importer, agent), 22 Hashoftim St., Tel Aviv. WTD 6/67.

221 Broad woven fabric mills, cotton

AUSTRALIA—Shirtings, dress piece goods, cotton; drapery, upholstery material, cotton. Warr & Haggett Pty. Ltd. (agent), 6th Flr., Broughton House, 181 Clarence St., Sydney, 2000. WTD 12/67.

BELGIUM—Blue jeans; shirting fabrics, cotton. Mr. Francois Pick (agent, importer), 106 Ave. Louise, Brussels. WTD 1/68.

222 Broad woven fabric mills, manmade fiber, silk

AUSTRALIA—Drapery, upholstery material, synthetic; dress piece goods, synthetics. Warr & Haggett Pty. Ltd. (agent), 6th Floor, Broughton House, 181 Clarence St., Sydney, 2000. WTD 12/67.

225 Knitting mills, products

BELGIUM—Jersey cloth, synthetic material for ladies dresses, robes, lingerie. Mr. Francois Pick (agent, importer), 106 Ave. Louise, Brussels. WTD 1/68.

227 Floor covering mills, products

FRANCE—Woven textile fiber floor coverings. Comptoir des Materiaux Modernes (wholesaler, agent), 37, rue Lucien Sergent, 91-Massy. WTD in preparation.

229 Textile goods

AUSTRALIA—Industrial cloths, including backing cloth for plasticizing. Warr & Haggett Pty. Ltd. (agent), 6th Floor, Broughton House, 181 Clarence St., Sydney, 2000. WTD 12/67.

232 Men's, youths', boys' furnishings, work clothing

BELGIUM—Men's, boys' pants: athletic, gymnasium. Mr. Francois Pick (agent, importer), 106 Ave. Louise, Brussels. WTD 1/68.

242 Sawmills, planing mills

FRANCE—Wood shingles for construction purposes. Comptoir des Materiaux Modernes (wholesaler, agent), 37, Rue Lucien Sergent, 91 Massy. WTD in preparation.

243 Millwork, veneer, plywood, prefabricated structural wood products

BELGIUM—Panels, plywood. Coplac S.A. (importer), 29 Schachtstraat, Zellik. WTD 1/68.

FRANCE—Plywood panels for construction purposes. Comptoir des Materiaux Modernes (wholesaler, agent), 37, Rue Lucien Sergent, 91 Massy. WTD in preparation.

249 Wood products

FRANCE—Creosoted and/or otherwise preservaties for wood products. Comptoir des Materiaux Modernes (wholesaler, agent), 37, Rue Lucien Sergent, 91 Massy. WTD in preparation.

254 Partitions, shelving, lockers, office, store fixtures

FRANCE—Sheet metal prefabricated partitions for construction purpose. Comptoir des Materiaux Modernes (wholesaler, agent), 37, Rue Lucien Sergent, 91 Massy. WTD in preparation.

261 Pulp mills, products

MEXICO—Sulfate, sulfite, ground wood, semi-kraft pulp. Edward E. Klair (manufacturers' representative), Av. Madero No. 35, Mexico 1, D. F. WTD 8/67.

281 Industrial chemicals

GERMANY—Laboratory chemicals; reagents; fine industrial inorganic, organic chemicals. Requests price quotations c.i.f. Hamburg or Bremen. Requests replies in German. H. Steiner & Co. oHG (wholesaler, agent, distributor), 4 Talsbachstrasse, 5904 Eiserfeld/Sieg. WTD 1/68.

NETHERLANDS—Industrial chemicals with unique properties. Not interested in fuel additives. Exclusive representation for western Europe. Competitive prices essential. Forward detailed literature, samples. Josker Production N.V. (importer, manufacturer, exporter, agent), 95 's-Gravendijkwal, Rotterdam. WTD 1/68 under Jos. v. d. Berg.

283 Drugs

AUSTRALIA—Pharmaceuticals, all types normally retailed through pharmacies. Would also consider licensing. Kingsted Pharmaceuticals Pty. Ltd. (manufacturer, distributor, exporter), 39 Barwon Park Rd., St. Peters, N.S.W. 2044. WTD 12/67.

285 Paints, varnishes, lacquers, enamels

NETHERLANDS—Automotive finishes, especially surface primers, body filler, spray type body filler. Exclusive representations, also interested in direct purchase. Area includes Benelux, Switzerland, Germany, Scandinavia. Firma De Booy & De Booy (importer, exporter, wholesaler), 109 Malakkastraat, The Hague. WTD 1/68.

301 Tires, tubes

BELGIUM—Tires, automobile. Signal-Stat S.A. (agent, importer), 7 Blvd. de la Sauveniere, Liege. WTD 1/68.

329 Abrasive, asbestos, nonmetallic mineral products

FRANCE—Mineral wool acoustical boards for construction purposes. Comptoir des Materiaux

Modernes (wholesaler, agent), 37, Rue Lucien Sergent, 91 Massy. WTD in preparation.

349 Fabricated metal products

TAIWAN—Gate, globe, check valves of cast steel and forged steel; cast steel ball valves; corrosion resistance gate valves for petroleum industry. Cathay Auto Supply Co. (importer, agent), 3rd Floor, 104-1 Chungking South Road, Sec. 1, Taipei. WTD in preparation.

352 Farm machinery

NETHERLANDS—Accessories, attachments for small tractors up to 45 hp; gang, reel, sicklebar mowers; shredders; soilrollers, aerators; front loaders; front, rear graders. Exclusive representation. Romeyn & Van Zanten (importer, distributor), Industrieterrein, Gorinchem. WTD in preparation.

353 Construction, mining, materials handling machinery, equipment

NETHERLANDS—All types of in-plant materials handling equipment such as conveyors (wet and dry matters), stackers for bags, cases, cartons, pallets, palleting and de-palleting machines; cranes, hoist, movable loading platforms for trucks. Exclusive representation. Unitrans N.V. (importer, distributor), 22 Melkwegstraat, The Hague. WTD in preparation.

354 Metalworking machinery

BELGIUM—Marking machinery, industrial. Industrial Marking (agent, importer), 15 Ave. Henri Pauwels, Brussels 15. WTD 1/68.

NETHERLANDS—All types of new product items in field of industrial, scientific precision measuring tools. Exclusive representation for Benelux, other European countries. K. Babajeff-Algemene Im-en Exporthandel (importer, factory agent), 27 Smidswater, The Hague. WTD in preparation.

All types of testing equipment for automobiles such as wheel balancers, wheel aligners, sparking plug testers, ignition testers. Exclusive representation. Unitrans N.V. (importer, distributor), 22 Melkwegstraat, The Hague. WTD in preparation.

355 Special industry machinery

ISRAEL—Food products machinery, related equipment. Sole distributor. Max Grossmann (importer, agent), 22 Hashoftim St., Tel Aviv. WTD 6/67.

NETHERLANDS—Dispensing machine for soft ice cream. Agency and direct purchase. Technische Industrie en Handelsvennootschap Odino, N.V. (importer, manufacturer, exporter), 51 Seinpoststraat, Scheveningen, The Hague. WTD 1/68.

TAIWAN—Food processing, packaging machinery; all types. Requests brochures. Taiwan Empire Sales Co., Ltd. (exporter, agent), 160-4 Yen Ping South Road (or P.O. Box 22083), Taipei. WTD in preparation.

356 General industrial machinery

BELGIUM—Bearings, ball and roller; automotive. Pumps, hydraulic. Signal-Stat S.A. (agent, importer), 7 Blvd. de la Sauveniere, Liege. WTD 1/68.

NETHERLANDS—Industrial lubricating equipment. Exclusive representation. Unitrans N.V. (importer, distributor), 22 Melkwegstraat, The Hague. WTD in preparation.

SOUTH AFRICA—Pumps for irrigation, chemical industry, sewage and water purifications. Arcona (Pty.) Ltd. (sales, indent agent), P.O. Box 2696, Cape Town. WTD 1/67.

358 Service industry machines

BELGIUM—Pumps, measuring, dispensing; gasoline and oil. Signal-Stat S.A. (agent, importer), 7 Blvd. de la Sauveniere, Liege. WTD 1/68.

NETHERLANDS—All kinds of commercial cooking, grilling, food-warming equipment used in restaurants, hospitals. Specifically interested in new product items. Exclusive representation for Benelux area. Trevis N.V. (importer, distributor), 248 Goudsesingel, Rotterdam. WTD 6/67.

Garage-lubricating equipment. Exclusive representation. Unitrans N.V. (importer, distributor), 22 Melkwegstraat, The Hague. WTD in preparation.

359 Machinery

BELGIUM—Filters, general line, industrial. Signal-Stat S.A. (agent, importer), 7 Blvd. de la Sauveniere, Liege. WTD 1/68.

361 Electric transmission, distribution equipment

NETHERLANDS—All types of new product items in field of industrial and scientific electric measuring instruments, test-equipment. Exclusive representation for Benelux, other European countries. K. Babajeff-Algemene Im-en Exporthandel (importer, factory agent), Smidswater 27, The Hague. WTD in preparation.

363 Household appliances

NETHERLANDS—New product items related to electric domestic appliances such as heating apparatus, airconditioning apparatus, dehumidifying apparatus and all types of other electric appliances. Exclusive representation for Benelux area. Trevis N.V. (importer, distributor), 248 Goudsesingel, Rotterdam. WTD 6/67.

All new products, especially electric household appliances. Exclusive representation. Nell & Stutterheim N.V. (importer, wholesaler), 528 Rijswijkseweg, The Hague. WTD in preparation.

364 Electric lighting, wiring equipment

BELGIUM—Headlights, sealed beams. Signal-Stat S.A. (agent, importer), 7 Blvd. de la Sauveniere, Liege. WTD 1/68.

366 Communication equipment

PAKISTAN—Electronic systems equipment, parts, accessories, military. U.S. Federal stock numbers and specifications. Requests catalogs, quotations, c.&f., Karachi. Forbes, Forbes, Campbell & Co. Ltd. (importer), Ebrahim Bldg., 2 West Wharf Rd., Karachi. WTD in preparation.

369 Electrical machinery, equipment, supplies

BELGIUM—Automotive electrical equipment: starters, generators, spark plugs, magnetos, ignition coils. Signal-Stat S.A. (agent, importer), 7 Blvd. de la Sauveniere, Liege. WTD 1/68.

371 Motor vehicles, motor vehicle equipment

BELGIUM—Propeller shafts; shock absorbers; radiators, electric; mufflers; exhausts for motor vehicles. Signal-Stat S.A. (agent, importer), 7 Blvd. de la Sauveniere, Liege. WTD 1/68.

NETHERLANDS—Automobile spare parts, all kinds of new product items related with automobile accessories. Exclusive representation for Benelux area. Trevis N.V. (importer, distributor), 248 Goudsesingel, Rotterdam. WTD 6/67.

372 Aircraft, parts

PAKISTAN—Aircraft parts, accessories; civilian, military. Requests catalogs, quotations, c.&f., Karachi. Akhtar Trading Corp. (importer), 4 Nadir House, McLeod Rd., Karachi. WTD 10/67.

381 Engineering, laboratory, scientific, research instruments

GERMANY—Laboratory equipment of all types for chemical laboratories. Requests price quotations c.i.f. Hamburg or Bremen. Requests replies in German. H. Steiner & Co.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505 Tel. 247-0311.

ANCHORAGE, ALASKA, 99501, 306 Loussac-Sogn Building. Area Code 907 Tel. 272-6331.

ATLANTA, GA., 30303, 4th Floor Home Savings Building, 75 Forsyth St. N.W. Area Code 404 Tel. 526-6000.

BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301 Tel. 962-3560.

BIRMINGHAM, ALA., 35205, Suite 200-201, 908 South 20th St. Area Code 205 Tel. 325-3327.

BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617 Tel. 223-2312.

BUFFALO, N.Y., 14203, 504 Federal Building, 117 Ellicott St. Area Code 716 Tel. 842-3208.

CHARLESTON, S.C., 29403, Federal Building—Suite 631, 334 Meeting St. Area Code 803 Tel. 577-4171.

CHARLESTON, W.VA., 25301, 3002 New Federal Office Building, 500 Quarrier St. Area Code 304 Tel. 343-6196.

CHEYENNE, WYO., 82001, 6022 Federal Building, 2120 Capitol Ave. Code 307 Tel. 634-5920.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Area Code 312 Tel. 353-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Building, 550 Main St. Area Code 513 Tel. 684-2944.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Building, East 6th St. and Superior Ave. Area Code 216 Tel. 522-4750.

DALLAS, TEX., 75202, Room 120, 1114 Commerce St. Area Code 214 Tel. 749-3287.

DENVER, COLO., 80202, 16419 Federal Building, 20th and Stout Sts. Area Code 303 Tel. 297-3246.

DES MOINES, IOWA, 50309, 609 Federal Bldg., 210 Walnut St. Area Code 515 Tel. 284-4222.

DETROIT, MICH., 48226, 445 Federal Building. Area Code 313 Tel. 226-6088.

GREENSBORO, N.C., 27402, 258 Federal Bldg., W. Market St. P.O. Box 1950. Area Code 919 Tel. 275-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Area Code 203 Tel. 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Building, 1022 Bethel St. Tel. 588-977.

HOUSTON, TEX., 77002, 5102 Federal Building, 515 Rusk Ave. Area Code 713 Tel. 228-0611.

JACKSONVILLE, FLA., 32202, P.O. Box 35087, 400 West Bay St. Area Code 904 Tel. 791-2796.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Area Code 816 Tel. 374-3141.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Building, 1031 South Broadway. Area Code 213 Tel. 688-2833.

MEMPHIS, TENN., 38103, 345 Federal Office Building, 167 North Main St. Area Code 901 Tel. 534-3214.

MIAMI, FLA., 33130, Rm. 821, City National Bank Bldg., 25 W. Flagler St. Area Code 305 Tel. 350-5267.

MILWAUKEE, WIS., 53203, Straus Building, 238 West Wisconsin Ave. Area Code 414 Tel. 272-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Building, 110 South Fourth St. Area Code 612 Tel. 334-2131.

NEW ORLEANS, LA., 70130, 909 Federal Office Building, South, 610 South St. Area Code 504 Tel. 527-6546.

NEW YORK, N.Y., 10001, 61st Floor, Empire State Building, 350 Fifth Ave. Area Code 212 Tel. 843-3237.

PHILADELPHIA, PA., 19107, Jefferson Building, 1015 Chestnut St. Area Code 215 Tel. 597-2850.

PHOENIX, ARIZ., 85025, 3413 New Federal Building, 230 North First Ave. Area Code 602 Tel. 261-3285.

PITTSBURGH, PA., 15222, 2201 Federal Building, 1000 Liberty Ave. Area Code 412 Tel. 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel. 226-3361.

RENO, NEV., 89502, 2028 Federal Building, 300 South St. Area Code 702 Tel. 784-5203.

RICHMOND, VA., 23240, 2105 Federal Building, 400 North 8th St. Area Code 703 Tel. 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Building, 1520 Market St. Area Code 314 Tel. 622-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Building, 125 South State St. Area Code 801 Tel. 524-5116.

SAN FRANCISCO, CALIF., 94102, Federal Building, Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-3568.

SAN JUAN, P.R., 00902, Room 100, Post Office Bldg. Phone 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Building, 125-29 Bull St. Area Code 912 Tel. 233-4321.

SEATTLE, WASH., 98104, 809 Federal Office Building, 909 First Ave. Area Code 206 Tel. 583-5615.

oHG (wholesaler, agent, distributor), 4 Talsbachstrasse, 5904 Eiserfeld/Sieg. WTD 1/68.

NETHERLANDS—All types of new product items in field of laboratory, scientific, research instruments, associated equipment. Exclusive representation for Benelux, other European countries. K. Babajeff-Algemene Im- en Exporthandel (importer, factory agent), 27 Smidswater, The Hague. WTD in preparation.

382 Instruments for measuring, controlling, indicating physical characteristics

NETHERLANDS—All types of new product items in field of industrial and scientific mechanical measuring, controlling instruments. Exclusive representation for Benelux, other European countries. K. Babajeff - Algemene Im- en Exporthandel (importer, factory agent), 27 Smidswater, The Hague. WTD in preparation.

384 Surgical, medical, dental instruments

BELGIUM—Dental equipment, supplies. Laboratoires Van Dyck Freres S.A. (importer, manufacturer), 53 Rue Marie-Therese, Brussels. WTD 1/68.

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If your printer quoted you a price on 21.5 by 27.9 centimeter letterheads you would think he was in the wrong country.

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The advertisers in these pages—except those from the U.K. and the British Commonwealth countries—are just as partial to the metric system as you are to inches and gallons.

So when you answer one of them, quote in metric measurements.

Ask the Department of Commerce Field Office.

NETHERLANDS—All types of new product items in the field of surgical, medical, dental apparatus. Exclusive representation for Benelux, other European countries. K. Babajeff - Algemene Im - en Exporthandel (importer, factory agent), 27 Smidswater, The Hague. WTD in preparation.

386 Photographic equipment, supplies

NETHERLANDS—Reproduction systems, components and supplies, especially electrostatic copying machines. Direct purchase, representation or other arrangement for Benelux countries. Noteboom's Handelsonderneming C.V. (importer, distributor, agent), 10 Coolsingel, Rotterdam. WTD 1/68.

395 Pens, pencils, office, artists' materials

BELGIUM—Marking inks, devices, industrial. Industrial Marking (agent, importer), 15 Ave. Henri Pauwels, Brussels 15. WTD 1/68.

503 Piece goods, notions, apparel

AUSTRALIA—Knitted fabrics, synthetic blended yarn. Warr & Haggett Pty. Ltd. (agent), 6th Floor, Broughton House, 181 Clarence St., Sydney, 2000. WTD 12-67.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

ITALY—Italo Porro, Klinghammer Italia, S.a.S., Premenugo di Settala (Milan), **interested in obtaining a licensing agreement to manufacture tinplate can making machines in Italy and requesting technical information.** March 13 via New York for one week. c/o Sheraton Atlantic Hotel, Broadway & W. 34th St., New York, N.Y. 10001. Itinerary: New York, Hartford, Los Angeles. WTD in preparation.

JAPAN—Umio Kasahara, Head of Purchasing Dept., C. Kondo & Co., Ltd., 2-30 Kanocho, Ikuta-ku, Kobe, **interested in importing from U.S. manufacturers interior textile furnishings, curtains, draperies, bed spreads, sheets, pillows, blankets, comforters, bath mats, throw rugs, carpets.** Feb. 15 via Chicago for six weeks. c/o C. Itoh & Co., 69 W. Washington St., Chicago, Ill. 60602. Itinerary: Chicago, New York. WTD 6/6/64 under revision.

NETHERLANDS—Joh. L. Vos, Technical Manager, Waco-Beton N.V., 169 IJsseldijk or P.O. Box 33, Krimpen a/d IJssel, **interested in concrete pipe machinery, concrete production equipment, asbestos cement pipe production equipment in connection with future license manufacture and in visiting manufacturers' plants wherever possible.** Feb. 15 via Houston for four weeks. c/o American Concrete Pipe Assoc., 1501 Wilson Blvd., Arlington, Va. 22209. Itinerary: Houston, New Orleans, St. Louis, Chicago, Dayton, Detroit, New York. WTD 1/68.

Jan C. Visser, General Manager, N.V. Machinefabriek & IJzergieterij Holland-Bergen op Zoom, P.O. Box 25, Bergen op Zoom, **interested in machine shop and foundry production for an American firm in European Common Market and in granting a license to U.S. foundry with some machining possibilities for a new sluice valve design for water supply systems.** Feb. 18 via New York for approx. 12 days. c/o Tudor Hotel, 304 E. 42nd St., New York, N.Y. 10017. Itinerary: 2/18-25 New York, 2/25-3/1 other cities as required. WTD 6/30/66.

SOUTH AFRICA—Frank Travis, Managing Director, Lacey Knitting Mills Ltd., Cape Town, **interested in purchasing U.S. textile finishing machinery.** Feb. 6 via New York for three weeks. c/o Anglo-African Shipping Co. of New York, Inc., 16 E. 34th St., New York, N.Y. 10001. Itinerary: New York, other cities as required. WTD 7/22/65 under revision.

SWITZERLAND—Peter Schwegler, Licensing Division, Heberlein & Co. AG, CH-9630 Wattwil, **interested in negotiating licensing agreements with manufacturers, directors of new business development and R & D laboratories, patent attorneys and brokers.** Feb. 26 via New York for four weeks. c/o Heberlein Patent Corp., 350 5th Ave., New York, N.Y. 10001 or Dept. of Commerce Field Offices in cities on itinerary. Itinerary: New York; Washington; High Point, N.C.; Chicago; Los Angeles; San Francisco. WTD 1/18/68.

TAIWAN—Parkson Hu, President, Taiwan United Trading & Transportation Co., Ltd., 408 Tun Hwa South Road, Taipei, **interested in providing air transportation services to U.S. importers of flowers and seafood and in discussing with U.S. firms either manufacturing or agency agreements for any product requiring intensive labor.** Feb. 15 via San Francisco or Los Angeles for 3-4 weeks. c/o Chinese Consulate General in cities on itinerary. Itinerary: 2/15-21 San Francisco, Los Angeles; 2/22-26 Chicago, 2/27-28 Washington, 2/29 on New York. WTD in preparation.

Tunnel planned at Alpine pass

A French organization, SOTULA, was created in January in Marseille to develop plans for the construction of a 3.2 kilometer tunnel under the Lacroix pass, which would link Marseille with Turin and Milan, Italy. The present cost estimate is 60 million francs (approximately 12 million dollars), with France and Italy each contributing equally.

The President of SOTULA (Societe d'Etudes pour l'Etablissement de Communications Routieres Permanentes entre la France et l'Italie par le Tunnel du Col Lacroix) is General A. Guillaume, Mayor of Guillestre, Hautes-Alpes, France. The board of directors includes representatives of public and semi-public organizations in the three French departments (provinces) directly affected (Basses-Alpes, Hautes-Alpes and Bouches-du-Rhône).

New Trade Lists

The Bureau of International Commerce has published the following Trade Lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-924, U.S. Department of Commerce, Washington, D.C. 20230, and from Department of Commerce Field Offices. The price is $1 per list for each country. All are dated January.

American Firms, Subsidiaries and Affiliates—Australia.

American Firms, Subsidiaries and Affiliates—Denmark.

Business Firms—Guyana.

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Calendar *for international traders*

BETHLEHEM, Pa.—Feb. 27—Foreign Trade Assn. of Lehigh Valley monthly meeting, Holiday Inn East, 6 p.m.

BOSTON—Feb. 20—Seminar on "What Does the President's Jan. 1 Announcement Mean to New England Business?", International House, Int'l Center of New England, 3-5 p.m.

CHICAGO—Feb. 21—Chicago Midwest Credit Management Assn., LaSalle Hotel.

CHICAGO—Feb. 28 - 29—Chicago World Trade Conference, LaSalle Hotel. Sponsors: Int'l Trade Club of Chicago, Chicago Assn. of Commerce & Industry.

CLEVELAND—Feb. 28—Workshop on Transportation, Insurance, Banking Terminology & Documentation, Conference Room, Cleveland World Trade Assn., 10 a.m. Sponsors: Commerce Field Office, REEC, Cleveland World Trade Assn., Small Business Admin.

COLUMBUS, Ohio—Feb. 21—Meeting on Export Financing (Credit and Foreign Investment, FCIA), Neil House, Parlor 9, 10:30 a.m. Sponsors: Columbus Area Chamber of Commerce, Int'l Trade Committee, Commerce Field Office.

DAYTON—Feb. 26—Horizons Unlimited in Int'l Markets, Neil's Heritage House, 12 noon. Speaker: **Felix Turel, Int'l Trade Specialist. Commerce Cincinnati Field Office.** Sponsor: American Marketing Assn., Dayton Chapter.

ESSEX, Conn.—Feb. 19—Second of 5 weekly Foreign Trade Classes, auditorium, Conn. Light & Power Co., 7 p.m. Topic: Financing Export Shipment. Sponsors: Commerce Hartford Field Office, REEC, Conn. Light & Power Co.

LUBBOCK, Tex.—Feb. 20—Int'l Trade Workshop, Lubbock Chamber of Commerce, 10 a.m. Sponsors: Commerce Dallas Field Office, REEC, Lubbock Chamber of Commerce.

MEMPHIS—Feb. 20—Memphis World Trade Club program on cotton exporting, Sheraton Motor Inn.

MEMPHIS—Feb. 21—Export Conference on Japan, Hotel Sheraton-Peabody. Sponsors: Mid-South Exporters Roundtable, Commerce Field Office.

Calendar deadline

Information for publication must be received three weeks before the date of the announced event. Include time, place, sponsoring organization and special topic, if applicable. Meetings must be open to the public in order to be publicized in this space. **Write:**

Managing Editor,
International Commerce
BIC-204
U.S. Department of Commerce
Washington, D.C. 20230.

NASHVILLE—Feb. 28—Forum on Export Outlook 1968. Sponsors: Commerce Memphis Field Office, Middle Tenn. Exporters' Roundtable, REEC.

NEW YORK—Feb. 20—FCIB Hardware-Automotive & Allied Trades Group, Advertising Club, 12:30 p.m.

NEW YORK—Feb. 21—Foreign Commerce Club of N.Y., Air Transportation Night, Grand Ballroom, Hotel Commodore.

NEW YORK—Feb. 28—Seven-week course on Planning & Organizing for Int'l Trade, College of Business Admin., Long Island University, Brooklyn. Sponsors: Commerce Field Office, REEC, Long Island Univ.

NEWARK—Feb. 20—Profits in Exports meeting, Small Business Admin., 10 Commerce St. Sponsors: Commerce New York Field Office, Small Business Admin.

NEWARK—Feb. 26—First of seven weekly seminars on Marketing, Sales, Credits & Distribution. Sponsor: World Trade Assn. of New Jersey.

OKLAHOMA CITY—Feb. 27—In-Office Workshop for Exporters, Okla. City Chamber of Commerce. Sponsors: Commerce Dallas Field Office, REEC, Okla. City Chamber of Commerce.

PARKERSBURG, W. Va.—Feb. 21—Developing and Establishing Export Markets, Conference Room, Greater Parkersburg Chamber of Commerce, 10 a.m. Sponsors: Charleston Commerce Field Office, REEC, Small Business Admin., Chamber of Commerce.

PITTSBURGH—Feb. 21—Third Input/Output Symposium, Rm. 2214, Federal Bldg., 9:30 a.m. Sponsors: Commerce Field Office, University of Pittsburgh, the University Science Center, Inc.

SAN FRANCISCO—Feb. 21—Export Finance & Insurance Seminar, Room 13216B, New Federal Bldg., 9:30 a.m.

TOLEDO—Feb. 20—First Export/Import Workshop on Methods of Payment Used in Int'l Trade. Sponsors: Commerce Cleveland Field Office, Toledo Area Chamber of Commerce.

TULSA—Feb. 28—De-briefing conference on trade mission to S. America, Tulsa Chamber of Commerce. Sponsors: Commerce Dallas Field Office, REEC, Tulsa Chamber of Commerce.

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